Austria	Sch 20	Indonesia	Rp 2500	Portugal	Esc 100
Bahrain	Din 0.650	Italy	L 1500	S. Arabia	Rls 6.00
Belgium	Bfr 45	Japan	Y550	Singapore	S$ 4.10
Canada	C$1.00	Jordan	Fils 500	Spain	Pta 125
Cyprus	£C0.70	Kuwait	Fils 500	Sri Lanka	Rupees 30
Denmark	Dkr 8.00	Lebanon	C.L 75.00	Sweden	Skr 7.00
Egypt	£E1.00	Luxembourg	Lfr 45	Switzerland	SFr 2.20
Finland	Fmk 5.50	Malaysia	Rm 4.25	Taiwan	NT $85
France	Frs. 6.00	Mexico	Pes. 300	Tunisia	Din 0.800
Germany	DM 2.20	Morocco	Dh 6.00	Turkey	L 250
Greece	Dr 80	Netherlands	Fl 2.75	U.A.E.	Dh 5.50
Hong Kong	HK$ 12	Norway	Nkr 7.00	U.S.A.	$1.00
India	Rup 15	Philippines	Pes 20		

FINANCIAL TIMES

EUROPE'S BUSINESS NEWSPAPER

No. 29,955 Monday June 16 1986 D 8523 B

Paper makers feel the global squeeze, Page 18

World news | Business summary

Chernobyl N-plant managers dismissed

The Soviet Communist Party has dismissed two top managers at the Chernobyl nuclear station plant, Pravda said in a report disclosing the first punishment of senior officials since the April 26 accident.

The party newspaper said a meeting of the Kiev region party had been called to discuss difficulties with the rescue operation. It dismissed the plant director, named as V.Bryukhanov, and the chief engineer, N. Fomin.

"In the difficult circumstances of the accident, they were not able to provide correct and firm leadership and necessary discipline, and they showed irresponsibility and mismanagement," Pravda said. Page 3

N-plant protest

More than 10,000 protestors from West Germany, Luxembourg, Belgium and France demonstrated in Cattenom, northern France, against a new nuclear power plant which is destined to be the largest in the world.

Anti-terrorism pact

Italy and Egypt will tighten security co-operation to combat terrorism, Italian Interior Minister Oscar Luigi Scalfaro said after talks in Cairo with President Hosni Mubarak.

Camps war truce

A Syrian-mediated truce appears to have halted fighting between Shi'ite Moslems and Palestinians, which killed as many as 140 people at three refugee camps in West Beirut.

Bangladesh bombs

More than a dozen bombs exploded at Dhaka University, arousing fears of renewed student violence as classes resumed after a month-long summer recess.

Hijack trial

Three Palestinians alleged to have hijacked the Italian cruise ship Achille Lauro last October go on trial in Genoa, Italy, on Wednesday on charges ranging from murder to mass kidnapping. Palestinian leader Abu Abbas and eight other Palestinians accused of complicity in the hijack will be tried in their absence.

Tehran crackdown

Iran's revolutionary "komiteh" police raided up to 150 shops and 32 warehouses in Tehran and arrested 200 people in a crackdown on the capital's black marketeers.

Falklands celebrate

The Falkland Islands celebrated the fourth anniversary of the defeat of occupying Argentine forces by British troops with a thanksgiving service and parties throughout the disputed South Atlantic colony.

Protestant clash

Protestant youths fought running battles with police in Northern Ireland after a parade by opponents of an agreement giving the Irish Republic a say in [illegible] affairs of the British-rule[illegible]

Popular President

Ronald Reagan received his highest approval rating yet in a public opinion poll taken last month. The President achieved 68 per cent, the highest rating of any president in the second year of his second term.

French Oaks win

Lacovia, the 2-5 favourite, ridden by Freddie Head, trained by François Boutin and owned by Gerry Oldham, won the Prix de Diane, the French Oaks, at Chantilly.

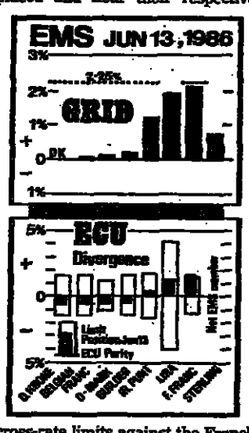
Trouser trouble

A Soviet nurse, returning from an emergency mission in the southern Russian town of Krasnodar, was refused entry to a local health ministry because she was wearing trousers, the government newspaper Izvestia reported.

N Zealand hit by big fall in farm sales

NEW ZEALAND: Dairy farmers are expected to suffer a 44 per cent drop in their initial sales receipts this season. Page 20

EUROPEAN Monetary System: Trading was quiet and featureless for most of last week with the Belgian franc, Danish krone, Dutch guilder and D-Mark very closely placed and near their respective



cross-rate limits against the French franc. However, each currency was well within its divergence limit and under no pressure. The French franc remained very strong at the top of the system, underpinned by a favourable interest-rate differential with its main trading partner, West Germany.

The chart shows the two constraints on European Monetary System exchange rates. The upper grid, based on the weakest currency in the system, defines the cross rates from which no currency (except the lira) may move more than 2% per cent. The lower chart gives each currency's divergence from its "central rate" against the European Currency Unit (ECU), itself a basket of European currencies.

CHINESE aeronautics officials have discussed with **Hughes Aircraft** of the US the possibility of joint development of a satellite launching pad in Hawaii for US civilian satellites. Page 4

FOREIGN banks incorporated in **West Germany** are today expected to learn under what conditions they will be admitted to the consortium that places federal government, post office and railway bonds. Page 21

EEC faces a fish crisis after a sharp fall in the world price of tuna. Page 3

ITALIAN parliament has approved a bill which could help speed up transfer of shares on the booming Milan stock exchange. Page 21

BANK OF ISRAEL has appointed Prof Michael Bruno as governor after the resignation of Dr Moshe Mandelbaum. Page 2

TIN TRADERS have appointed Mr Michael Arnold, former National Union of Mineworkers' receiver, to lead their fight for £300m ($456m) compensation over the collapse of the International Tin Council. Page 10

CHICAGO'S Midwest Stock Exchange and its Toronto counterpart are to be connected today by a computer-based international trading link. Page 24

GRAND METROPOLITAN is set to reject a $900m offer for its hotels division from Trafalgar Holdings, a US finance house. Page 26

STANDARD OIL, British Petroleum's majority-owned US subsidiary, is raising $250m by issuing security enabling investors to benefit from future oil price rises. Page 20

ROYAL INSURANCE has become the first UK insurance company to announce a sterling commercial paper programme and has appointed Barclays and S.G. Warburg to act as dealers for up to £50m ($76m). Page 21

BERGEN BANK, Norway's third-largest commercial bank, has reported sharply higher operating profits for the first four months of 1986. Page 24

OWNERS ABROAD Group, UK's sixth largest tour operator, is setting up a holiday airline, Air 2000.

ANC leader warns of more terrorism after Durban bomb

BY ANTHONY ROBINSON IN JOHANNESBURG

MOVES by the South African security forces to prevent demonstrations today, the tenth anniversary of the Soweto rising, gained additional urgency yesterday after the weekend car-bomb explosion in Durban.

The victims of the explosion included one Asian and two white women and the death toll in the country rose to 22 since a blanket state of emergency was imposed at midnight last Wednesday. Sixty-nine people were injured in the Durban bombing.

Mr Louis Nel, Deputy Minister of Information, described the bomb attack, the latest in a series that has caused over 20 deaths in the last six months, as a "ghastly attack of terror of the worst kind." He called on "Western interest groups and others inside our country who pamper terrorist organisations" to take note of "the unscrupulous nature of terrorism."

At the same time, the police announced that a man and a woman were arrested on Friday night at the South African-Swaziland border post of Golela. A police search of the woman's car revealed a rocket launcher, several AK-47 automatic rifles and ammunition, plastic explosives and "a large quantity" of African National Congress (ANC) literature.

Mr Oliver Tambo, ANC president, acknowledged yesterday that his organisation might have planted the device in Durban, and warned of further violence.

Questioned about the explosion on BBC television, Mr Tambo said: "It could be the ANC, but I have yet to confirm that." He added: "The international community must be prepared for more and more violence of all types."

Most black workers are expected to stay away from work today, and churches throughout the country are expected to hold services in memory of the Soweto events in 1976.

Before the emergency was declared, several leading black trade unions, including the National Union of Mineworkers (NUM), had declared today a work "stayaway", and although the Government intends to treat the anniversary as a normal working day, several important local and foreign companies have declared a holiday.

Others have agreed to turn a blind eye to absenteeism on the basis of "no work, no pay, no retribution."

Black workers are not expected to risk the anger of township political organisations and the difficulties of police or army road blocks to go to work, and many have sent their wives and children to safer accommodation in the rural areas.

People have been urged to remain calm and provide no excuse for releasing the repressive powers of the state. Reinforced by the state of emergency, the security forces have virtually unlimited opportunities and indemnity before the law for any act committed "in good faith."

Bishop Desmond Tutu, the Anglican Archbishop-elect of Cape Town, is due to preach at the Anglican Cathedral in central Johannesburg at noon, and bona fide religious services have been exempt from the

Continued on Page 20

Editorial comment, Page 18; Platinum price soars, Page 9

Dutch seek EEC ban on S. African produce

BY QUENTIN PEEL IN BRUSSELS, LAURA RAUN IN AMSTERDAM AND MICHAEL CASSELL IN LONDON

THE DUTCH Government will today propose an EEC-wide ban on imports of South African wine, fruit and vegetables when Community foreign ministers meet in Luxembourg to consider the latest state of emergency and mass arrests of black activists in the country.

The move is certain to step up the pressure on both Britain and West Germany, the two member-states of the Community most opposed to economic sanctions, to agree on tougher measures to bring the South African Government to the negotiating table.

The Netherlands, which also currently holds the EEC presidency, will submit its important ban proposals after an inconclusive attempt by national officials to agree common proposals last week.

France is expected to lend its support to such a gesture, although Mr Jean-Bernard Raimond, the French Foreign Minister, will not himself propose it. The French Foreign Ministry said yesterday that the minister was "open to any suggestions of further economic measures," while still opposed to formal economic sanctions.

Today's meeting will reach no final decision, with the discussion of South Africa confined to the informal agenda over lunch, but it is intended to prepare the ground for formal measures concerning South Africa to be put forward at the EEC summit on June 26 and 27.

Diplomats from all sides have been emphasising that the discussion is about "measures" rather than "sanctions" that might be taken – and that the specific aim is to persuade the South African Government to negotiate with genuine black political leaders in the country.

Britain remains opposed to any drastic action, although Bonn supports the same general attitude. The two countries account for most EEC trade and investment involving South Africa.

Sir Geoffrey Howe, the British Foreign Secretary, will express at the meeting the UK Government's conviction that any measures can only be effective if they are adopted internationally.

The refusal last week by Mrs Margaret Thatcher, the UK Prime Minister, to be pushed into taking early economic measures against South Africa, which she claimed might further escalate the crisis, brought widespread weekend criticism in Britain.

There were some indications at the weekend that growing numbers of Conservative MPs at Westminster, despite misgivings about the use of trade and financial sanctions, believed the Government had no choice but to lead the move for further measures.

Denmark has already agreed to impose an embargo on all South African imports – although that might

Continued on Page 20

Hawke urges sanctions; UK companies pay low rates, Page 2

Brazil may ease import curbs as consumer demand soars

BY IVO DAWNAY IN RIO DE JANEIRO

BRAZIL is preparing to lift import restrictions on several key agricultural and industrial products in an attempt to relieve shortages provoked by the current boom in consumer spending.

The liberalisation scheme stems from pressure from food retailers and industry who claim that lack of raw materials and outdated machinery are inhibiting their ability to meet orders.

Demand has rocketed in Brazil since the introduction in February of the Crusado plan, under which indexation was ended and prices were frozen. The consequent switching of cash from the savings sector into consumption has raised fears of intolerable inflationary pressure on the economy.

In an attempt to avert speculation, the Government of President Jose Sarney is conducting a series of round-table meetings with key representatives of the agricultural and industrial sectors to head off shortfalls and restore stocks.

Among the measures under consideration are substantial reductions in the tariffs on some imported capital goods, which may attract duties as high as 150 per cent.

The Government has already agreed to allow some 260,000 tonnes of beef into the country after the meat industry warned that supplies for the principal urban centres were due to run out within days.

It was announced at the weekend that stocks were so low that importers had commissioned three jumbo jets to fly in 26,100 tonnes of beef from Europe to Rio de Janeiro and Sao Paulo.

Textile and clothing manufacturers are also pressing the Government for rapid agreement on imports of chemicals, raw materials and new machinery.

The textiles and clothing industry, Brazil's largest employer, contributing 6 per cent of gross domestic product, has argued that outdated equipment is slowing production and is widening the technology gap between Brazil and its rivals in the Far East.

The rapid growth in textile and clothes exports, which last year achieved sales of $1.13bn, is now threatening to flatten out. Exhibitors at last week's industry trade fair in Sao Paulo warned that they were now being forced to import acetate fibres, nylon and fine wools at prices well beyond those on the home market.

Even more serious, they claimed, was the lack of modern looms, some of which might take as long as two years between order and delivery, and the domestic shortage of dyestuffs.

One exporter said Brazil needed to buy at least $400m worth of new equipment from abroad to keep the textile industry competitive.

Other industries currently in talks with the Government include furniture manufacturers and shoemakers. The latter claim that shortages of leather might reduce annual sales to the US, currently worth about $1bn, by as much as 10 per cent.

An official of the Industry and Commerce Ministry said the Government hoped to complete its studies on critical sectors by the end of the month and a loosening of import restrictions could be expected shortly afterwards.

However, he added that checks would have to be made by customs officials to ensure that any requests from industry did not conflict with the longstanding policy of substituting foreign equipment with local products wherever possible.

● Mercedes-Benz is to invest $250m in its Brazilian plants over the next five years to lift its bus and truck production from 44m to 55m units a year.

County Bank wins go-ahead for US services

By David Lascelles in London

COUNTY BANK, the merchant banking subsidiary of the UK clearing bank National Westminster, has received permission from the Federal Reserve Board of the US to offer a research and stockbroking service to clients on the American market.

The decision marks a breakthrough for banks, both US and foreign, that have been trying to find ways into the US securities business from which they are largely barred by US banking law.

It is likely to be bitterly opposed by the Securities Industry Association (SIA), the Wall Street trade group that has resisted all efforts by banks to encroach on their turf.

The Fed go-ahead was granted after a meeting of the board on Friday afternoon and follows an application period by County which has lasted more than a year. The decision is contained in a 45-page document which is certain to be picked through carefully by banks and securities houses. Many US banks have been waiting for this key decision before preparing applications of their own.

Mr Charles Villiers, chairman of NatWest Investment Bank (NWIB) which includes the group's merchant banking and securities activities, said at the weekend that he expected County to start offering the new services in the US by next autumn. Key staff had already been engaged although they have only been working as consultants pending the Fed decision.

Different parts of US banking law prevent banks from both transacting deals in, and offering advice about, corporate securities and therefore banks have been confined to one activity or the other.

County has now succeeded in obtaining permission to do both at once, which means it will be able to provide both research and transaction services in US stocks. It will not, however, be allowed to underwrite corporate securities, an important business area from which banks remain excluded by the Glass-Steagall Act.

NWIB comes into formal existence today. Capitalised at £311m ($472m) it includes NatWest's merchant bank and securities activities acquired through Fielding Newsom-Smith the stockbrokers, and Bisgood Bishop, the jobbing firm, as part of the City of London shake-up triggered by the so-called Big Bang.

Foreign banks make progress in German bond consortium, Page 21

Lower Saxony gives boost to troubled Kohl

BY RUPERT CORNWELL IN BONN

WEST GERMANY'S ruling Christian Democrats (CDU) last night succeeded in retaining power in vital elections in the state of Lower Saxony, a result that comes as a massive relief to the party and the much-criticised Chancellor Helmut Kohl.

The result will probably put an end to persistent speculation that Mr Kohl might be replaced as party leader before the federal elections, now barely seven months off.

None the less, the Christian Democrats suffered heavy losses to the opposition Social Democrats and will have to rely on a coalition with the Free Democrats to command a majority in the state parliament in Hanover.

Yesterday's vote had been widely seen as a key test for next January, and its significance was illustrated by the high turnout of about 80 per cent of the state's 5.7m registered electorate, despite brilliant sunny weather and a long holiday weekend.

The campaign had been almost exclusively national in character featuring issues ranging from the earlier discontent of the traditionally CDU farmers over their falling income to the bitter debate over nuclear energy, and criticism of the central Government's seemingly complacent handling of the aftermath of the Chernobyl emergency.

Equally important, the failure of the SPD to win power has banished the spectre of the opposition parties in the Bundestag gaining control of the Bundesrat, the second house of Parliament in Bonn. Victory in Lower Saxony would have given the Social Democrats 23 of the Bundesrat's 41 eligible votes and with it the capacity to block important government legislation, including strike law reform, future atomic energy plans and further tax cuts.

Virtually unanimous projections from both main West German television channels gave the CDU about 45 per cent of the vote, some 7 per cent less than the 50.7 per cent it won in the last election in 1982.

But the 5.9 per cent credited to the FDP means that the two parties, which already co-operate in central government, will comand a majority of between one and three in the 155-seat Hanover Assembly.

The Social Democrats lifted their share of the vote to slightly over 42 per cent from 36.5 per cent four years ago. They failed in their ambition to overtake the CDU as the largest party in Lower Saxony, and they have not amassed enough votes together with the radical, anti-nuclear Greens on their left to

Mr Helmut Kohl: clearly delighted

permit a "red-green" alliance to take power in the state.

For the Greens, the result is a clear disappointment. Although they increased their vote to around 7 per cent from 6.5 per cent in 1982, that was well below earlier opinion-poll predictions of a share of up to 10 per cent, in the wake of the public anxiety over the Chernobyl disaster.

A clearly delighted Mr Kohl said last night that, despite unfavourable opinion polls over the past three weeks, "We have done it, and now have a great chance of carrying on our policies with the FDP in the future."

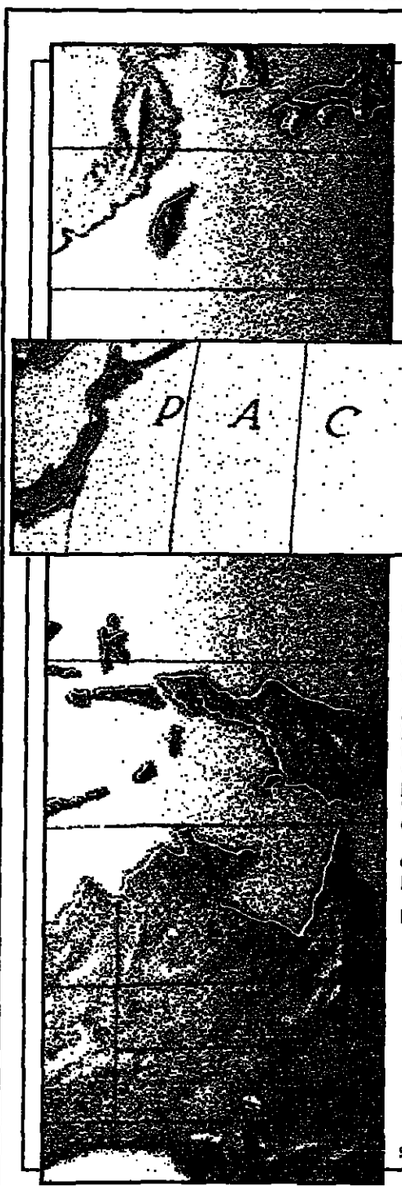
Lower Saxony, he said, "was a vote for national policies."

Mr Johannes Rau, the SPD's candidate for chancellor next year, said the result was "a good following wind" for January.

In fact, though, most analysts saw it as strengthening the likelihood of the centre-right retaining power in Bonn, and reducing the possibility of a 'red-green' government ruling West Germany. The CDU and FDP yesterday did almost as well in Lower Saxony as in the national election of 1983.

In purely local terms, the result means that the state will continue to be led by Mr Ernst Albrecht.

No less heartening for Mr Kohl, however, has been the achievement of the FDP in defying widespread expectations that the party would fail to clear the 5 per cent barrier essential for representation in the state parliament. Its performance in Lower Saxony this weekend will remove most doubts that the party, despite the criticism of Mr Martin Bangemann, its leader, will do the same next January.



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OVERSEAS NEWS

Hawke urges sanctions against Pretoria

BY MICHAEL HOLMAN

MR BOB HAWKE, the Australian Prime Minister, said yesterday it would be in Britain's "self interest" to apply sanctions aaginst South Africa, a call echoed by President Kenneth Kaunda of Zambia who repeated his threat to leave the Commonwealth over the issue.

Mr Hawke said on television in Sydney that he hoped Mrs Margaret Thatcher, the British Prime Minister, would agree to fresh measures against the Republic when she attended a special Commonwealth leaders meeting due to take place in London from August 3 to August 5.

He said: "It would be much better if Mrs Thatcher and the British themselves could see that their own self-interests are much better served this way."

Mr Hawke will join Mrs Thatcher and leaders from the Bahamas, Canada, India, Zambia and Zimbabwe at the meeting, to discuss the report of the so-called Commonwealth Eminent Persons Group on their mission to South Africa.

The report ruled out prospects of political dialogue between black and white and made it clear that Commonwealth leaders should impose fresh economic sanctions against South Africa.

P. W. Botha . . . facing the threat of sanctions

Mr Hawke said the failure of the Commonwealth mission meant Mrs Thatcher had to accept that sanctions were the only course now open.

President Kaunda will also be at the London meeting. In a television interview yesterday with the BBC's This Week Next Week programme, he said he was "serious" about his threat to leave the Comonwealth should the meeting not decide on fresh measures against South Africa.

However, he said he believed that Mrs Thatcher would reconsider her opposition to sanctions. They were, he said, "the lesser of two evils. *Sanctions will make us (the* black-ruled front line states in the region) suffer." But they were the only alternative to the "bloodbath" that would follow inaction.

President Kaunda put his country's armed forces on alert at the weekend to counter what he said were South African plans to "attack Zambia massively," including sabotage of bridges which would cut off the copper mining towns. Copper accounts for more than 90 per cent of the country's export earnings.

The information about the plans had come from the nine South Africans held in the wake of last month's raid by Pretoria on an alleged guerrilla base of the African National Congress (ANC) near the Zambian capital, Lusaka.

In Harare yesterday Mr Robert Mugabe, Prime Minister of Zimbabwe, criticised Britain and the US for refusing to impose stanctions. He told a rally in Harare that at next month's meeting of the Organisation of African Unity (OAU) he would propose the formation of a *joint African force to fight* Pretoria. "The only language the Boer will understand is the language of the gun," he said.

● A United Nations Conference on sanctions against South Africa gets under way in Paris today, Reuters reports. The five-day conference, organised by the UN Special Committee against Apartheid, will review developments since the subject was last discussed in May 1981, and recommend further measures.

The US, Britain and West Germany are boycotting the meeting.

Carla Rapoport in Tokyo writes: Japan will join in economic sanctions against South Africa if the US, Britain and other countries decide to impose them, a Foreign Ministry official said at the weekend.

Japan has already announced a ban on the imports of gold coins from South Africa and the exports of computers to South Africa. However, further economic sanctions would be considered if other nations imposed them, the official said.

The Japanese Government filed an official protest on Friday expressing strong regret over the recent declaration of a state of emergency by South Africa.

Japan is not expected to take any initiative on further economic sanctions, but will wait for the lead set out by its major trading partners. Discussions on the possible impact of further economic sanctions is now being discussed at various Japanese government agencies, including the Ministry for International Trade and Industry.

UK companies 'pay S. African blacks below target'

BY DAVID THOMAS, LABOUR STAFF

MOST BRITISH companies in South Africa pay their black workers below the minimum target set by the European Commission, according to a new report.

The report, prepared by the Ethical Investment Research and Information Service (Eiris), a church-backed research group, claims to be the most detailed independent assessment of pay in South African subsidiaries and associates of British companies ever published.

It claims misleading figures are published annually by the Department of Trade and Industry (DTI) summarising returns under the EEC code of conduct for companies with interests in South Africa.

The Eiris study looks at the returns of 135 British companies analysed in the latest DTI report on the EEC code of conduct which covers the year to June 30 1985.

Eiris says at least 15 per cent, and possibly as many as 65 per cent, of the black workers in these companies were paid significantly below the EEC target for minimum pay. The equivalent figure in the DTI report is 7.6 per cent.

Eiris found that 75 per cent of the 135 companies paid minimum rates significantly below the EEC target. A total of 40 companies paid minimum rates below the levels defined by South African research institutes as necessary for subsistence living for a black worker and his family.

Minimum monthly pay should have been R525 (£72) to meet the EEC target in June 1985, according to Eiris. However, most of the 135 companies paid minimum rate below R380.

Most British companies also failed to employ as many black workers as would be expected from the share of blacks in the South African population, Eiris says.

Although more than 75 per cent of the South African population is classified as black, only 10 of the 122 British companies giving this information employ that proportion, according to Eiris. At about 66 companies less than half the workforce is black and at 18 companies less than a quarter of the workforce is black.

Eiris says the differences between its report and DTI figures arise for three main reasons:

● Companies have been encouraged by the DTI into thinking that the EEC target for minimum pay is 30 per cent above subsistence levels, whereas in fact it is 50 per cent.

● In their returns, more than a third of British companies may be comparing the previous year's figures for subsistence living with the following year's wage rates.

● Many British companies use below-average family-size figures when reporting on how their pay rates compare with subsistence levels.

Eiris also complains that much of the information supplied to the DTI by British companies is inadequate.

For example, nine companies supply minimum wage figures relating to only one employee, thus making it impossible to establish the precise numbers paid below the EEC target.

UK Companies' South African Pay and Conditions. Eiris, 9, Poland St, London W1V 3DG. £2.00.

COMPANIES PAYING MINIMUM RATES AT LESS THAN HALF THE EEC TARGET

Company	Financial Rand (£1 = R6.92) monthly pay
BET	R257
Thorn EMI	R252
McKechnie	R251
Alfred McAlpine	R250
National Employers Mutual General Insurance	R247
BBA	R229
Frank Fehr	R228
BPB Industries	R206
Babcock International	R205
Pritchard Services	R199
British Petroleum	R198
Lonhro	R187
Electronic Rentals	R180
Low & Bonar	R156
Union International	R153
Hickson International	R 93

Source: Eiris

Mexicans remain silent on IMF moves

By David Gardner in Mexico City

The Mexican Government was yesterday still unable to confirm whether Mr Jesus Silva Herzog, the Finance Minister, would this week be leaving for the US to resume substantive negotiations with the IMF on a new economic programme.

"The President (Miguel de la Madrid) is directing negotiations," said a Treasury spokesman, who added that no decision was likely before today.

Mexico is fast running out of foreign exchange with which to service its $97bn (£63bn) foreign debt, as a result of this year's oil price collapse and in the absence of any new agreement with its foreign creditors.

However, hopes have risen in the past week that it may soon reach agreement in talks with the IMF which began last autumn.

Mexico is seeking a flexible, 18-month programme with the IMF which would, for example, allow it to bring its budget deficit down from this year's expected 13 per cent of GDP to around 6 per cent by the end of 1987, rather than setting what it regards as unmeetable targets for this year.

All Mexico's senior Cabinet Ministers, furthermore, are adamant that the country's commercial bank creditors must make concessions which would alleviate Mexico's debt service burden.

Talks with the banks will not begin until an IMF agreement is tied up, though Mr Silva Herzog said in an interview at the end of last month that Mexico would go to the banks with or without a deal with the IMF.

The finance minister's remarks followed a spate of hardline declarations by senior ministers and the president, which seemed to be preparing the political ground for a moratorium on payments by insisting that Mexican debt service would have to be adjusted to the country's capacity to pay.

The government has now moved to qualify these remarks. Mr de la Madrid gave a studiously calm televised interview last week, in which he said that "until now, we have not thought it is the country's interest to default on our foreign obligations."

Reagan presses Gorbachev to resume plans for summit

BY NANCY DUNNE IN WASHINGTON

PRESIDENT REAGAN has written Mr Mikhail Gorbachev, the Soviet leader, a conciliatory letter pressing for a resumption in planning for a new superpower summit.

The letter, delivered last week by Mr Arthur Hartman, the US Ambassador *in Moscow*, proposed an early meeting, perhaps in Europe, between Mr George Shultz, the US Secretary of State, and Mr Eduard Shevardnadze, the Soviet Foreign Minister. The two were scheduled to meet in Washington in May to plan for a US summit this year, but the Soviets cancelled the meeting after the April 15 American bombing of Libya.

Mr Gorbachev, according to Press reports, has yet to respond to Mr Reagan's plea because of confusion over the President's stance on arms control.

The Reagan initiative comes at a time of widespread controversy over his decision to abandon the limits on the Salt 2 strategic arms treaty. Administration officials have variously insisted that the Soviets have already violated Salt 2, promised "restraint" in deploying new weapons and in vague terms linked restraint with Soviet behaviour.

The President has insisted that he wants arms reduction *rather than the arms control* provided for in Salt 2. On Wednesday the Soviets presented a new proposal in Geneva calling for the reduction of arms and at a Press conference that night Mr Reagan seemed to go out of his way to recognise Mr Gorbachev as the first Soviet leader to want arms control.

Efforts to get a summit this year have reportedly been forwarded by Mr Armand Hammer, head of Occidental Petroleum Company and a long time US-Soviet go-between. Mr Hammer met in Washington with the President and in London with Prime Minister Tatcher and Mr Leonid Zamyatin, Soviet Ambassador to Britain, to assure them that the President sincerely wants an arms agreement.

Leading economist named Bank of Israel governor

BY LYNNE RICHARDSON IN TEL AVIV

PROF. MICHAEL BRUNO, renowned as the architect of Israel's successful economic recovery programme, has been named as governor of the Bank of Israel to replace Dr Moshe Mandelbaum.

Dr Mandelbaum stepped down from the top post of the central bank after being severely censured in the final report into the bank share scandal, which rocked the Israeli economy in October 1983.

The commission of inquiry into the near-collapse of the banking system, headed by Justice Moshe Beijsky, recommended the dismissal or resignation of Dr Mandelbaum along with the heads of the four commercial banks.

Prof Bruno, 54, lectures at the Hebrew University in Jerusalem and, according to the Cabinet statement announcing his appointment: "He is an expert in economics of the highest magnitude." His candidacy was unopposed, although the name of Mr Adiel Amora'i, Labour's Deputy Finance Minister, had earlier been put forward.

The choice of Prof Bruno, who is known to have political leanings towards the left and is involved with the Peace Now movement, is deemed acceptable to the right-wing Likud partners in the coalition Government because of his laissez-faire approach to economics.

The new governor will be trying to promote his aims, stated on his introduction of the economic stabilisation plan last July, of restraining government spending and initiating changes in the capital market, after achieving success with the country's foreign reserve and its inflation rate.

● Israel's consumer price index rose by 1.6 per cent in May, according to the Central Bureau of Statistics. This brings Israel's annual projected inflation rate to approximately 16 per cent.

Punjab police seek 40 'hardcore rebels'

BY JOHN ELIOTT IN AMRITSAR

POLICE CHIEFS in the northern Indian state of Punjab, where more than 150 people have been killed in the past two months, believe that about 40 "hardcore terrorists" are responsible for organising the violence carried out by over 4000 Sikh extremists, many aged between 18 and 25.

Extremist violence has increased in the past six months, overturning hopes of Mr Rajiv Gandhi, the Indian Prime Minister, for an accord he reached with Sikh leaders 11 months ago. Four people were killed in the state yesterday.

Mr Julius Ribeiro, a former Bombay police chief who was appointed director general of Punjab's demoralised police force at the end of March, says that his efforts to arrest the 40 are seriously impeded by political interference in police activities from members of Punjab's ruling Akali Dal government, by local politicians and other local figures trying to influence police actions, and by widespread fear of assassination among policemen.

In an interview yesterday, as he finished a week-long tour of the state, Mr Ribeiro said: "Progress is not very encouraging. We are a long way off my target of turning this terrorism into a simple law and order problem. But when we catch these main 40 people we will have broken the back of it." He would not say how long this might take, although the end of the year is a target of some senior police officers.

He claimed that police evidence showed that neighbouring Pakistan helped the extremists by "brainwashing and training" Sikhs who crossed the border, by supplying sophisticated arms, and by providing general encouragement. Police yesterday arrested one extremist who, they said, had been trained with four others in Pakistan between February and May this year.

Police chiefs say that since the violence started to build up in Punjab three years ago, criminals with police records have linked up with religiously motivated extremists so that Sikh sectarian targets of causing communal unrest and driving Hindus out of Punjab have become merged with bank robberies, killings and smuggling.

"We now have 40 gang leaders, each with maybe eight to 10 or sometimes as many as 15 gangsters each, making a total of about 400 who can at any time recruit from perhaps 3,000 to 4,000 young men who have been brainwashed in extremism," says Mr Ribeiro. "We must get at least 35 of them—so far we have captured three and killed two.

"But we have to recognise that terrorism cannot be wiped out, as the west has learned. It can only be controlled and brought under manageable proportions. Our aim must be to motivate the policemen in the local stations, they are our cutting edge, so that the terrorists become the hunted, not the hunters as they are now."

The spate of killings has risen to over 70 a month in the past two months, the worst ever in the Punjab. Mr Ribeiro believes the extremists have been encouraged by a split in the Akali Dal Party since police action in the sacred Golden Temple in Amritsar early last month swung political opinion.

Now there are further splits and political tensions over the proposed handing over to Punjab next Saturday of Chandigarh, at present the joint capital of Punjab and neighbouring Jaryana, and a planned parallel transfer of Punjab villages to Haryana.

Mr Ribeiro says he does not believe that the handover of Chandigarh on the June 21 deadline set by Mr Gandhi will significantly help to solve the problem of the violence. But it is widely thought here that a failure to meet next Saturday's deadline could spark a new surge of killings.

Syria cancels Iraq meeting

SYRIA has cancelled a possible reconciliation meeting with Iraq because of Iranian pressure, the Al-Seyassah newspaper reported yesterday, AP reports from Kuwait.

Citing Arab sources in Lebanon, the right-wing paper said the cancellation—first reported as a postponement—was decided a few hours before the foreign ministers of the two neighbouring Arab powers were to have met at their border last Friday.

"The Iranians threatened Syrian President Havez Assad to create problems (for Syria) in Lebanon if he pursued his rapprochement plans with the Iraqis," the paper said.

Debt rescheduling deal sought by Ivory Coast

BY PETER BLACKBURN

THE IVORY COAST will seek to become the first black African country to obtain an annual rescheduling of official debt when talks open in Paris on June 23.

The talks will test the willingness of western governments to ease rescheduling terms so as to accelerate economic recovery in sub-Saharan Africa.

The Ivory Coast is one of only two sub-Saharan states — with Nigeria—included in the Baker plan to stimulate economic recovery through growth in 15 middle-income developing countries.

A multi-annual rescheduling would ease the execution of a new five-year development plan due to be adopted soon and frees resources to achieve an annual 5 per cent growth, according to Ivory Coast officials.

The country has an external debt of CFA F6bn (£11m) and a population of less than 10m. This makes it one of the world's most indebted countries in per capita terms.

Aided by a record cocoa crop last year it is starting to emerge from a five-year recession but a heavy debt service burden could slow economic recovery, economists say.

The Paris club rescheduling is the final element in a package of measures to provide debt relief and promote economic recovery.

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Bahrain threat to offshore banks which pull out

BY CATHY EVANS IN DUBAI

BANKS which decide to pull out of Bahrain will not be allowed to return in future, Mr Ibrahim Abdul Karim, Finance Minister, has said.

In a statement published by the island's Gulf Daily News, the minister declared: "We do not want to be milked by hit and run operators."

The minister's threat followed an announcement by two more offshore banks in Bahrain, Kredietbank and the Bank of Nova Scotia, that they intend to close down operations, resulting in the loss of 24 jobs. Officials of the Brussels bank last week said they would return to Bahrain if the business climate improved.

These departures follow a string of similar decisions by a number of foreign and offshore banks to trim operations in the Gulf. Further departures are expected to be announced shortly as the business season goes into its customary summer lull. Banks say the decline in business opportunities in the area and the lack of legal codes have contributed to the decision to close operations.

However, Mr Karim said: "They cannot blame all their problems on the Middle East and Bahrain in particular. Debts incurred here are a small fraction of their global downturn in business."

A number of foreign banks have experienced problems in negotiating a retrenchment of their operations in Bahrain, particularly over the question of redundancies among Bahrain nations. Citibank was recently obliged to pay over $1m (£657,000) in compensation to 10 local employees when it decided to close the bank's dealing room.

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Qatar, Bahrain in pullback

QATAR AND Bahrain completed a simultaneous troop withdrawal from disputed border areas yesterday, Reuter reports from Doha.

An authoritative source said Qatari forces withdrew from the Fasht al-Dibal reef midway between the two countries, while Bahrain pulled its troops back from the Hawar Islands close to the Qatari coast. The withdrawals were supervised by a team of observers from the six-nation Gulf Cooperation Council (GCC).

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Notice to shareholders and bondholders

Pursuant to the resolution adopted at the Extraordinary General Meeting on 6 May 1986, the Company's share capital is being increased by Lit. 76,009,444,000 by means of an issue of 76,009,444 new non-convertible savings shares of Lit. 1,000 nominal each, ranking for dividend as from 1 January 1986, to be offered on an option basis to shareholders and holders of "SNIA BPD 10% 1985-1993" convertible bonds at the price of Lit. 2,750 per share including a premium of Lit. 750, at the rate of one new share for each 6 old ordinary or convertible savings shares held, and of 2 new shares for each 21 convertible bonds outstanding.

With all other provisions of Law No. 216 of 7 June 1974 remaining in force the non-convertible savings shares to be issued will be eligible for a preferential dividend of 6% of their face value, 3% more than the dividend on the ordinary shares.

The savings shares will be bearer instruments unless otherwise requested by the shareholder. Shareholders and holders of convertible "SNIA BPD" bonds who intend to exercise the option right conferred upon them should lodge their allotment applications, using the special forms provided by the Company, at the Company's offices or across the counters of the banks listed below during the period from 17 June to 16 July 1986, after which date they will lapse, enclosing with their applications:

Coupon No. 60 detached from the certificates representing ordinary shares;
Coupon No. 7 detached from the certificates representing convertible savings shares;
Warrant A detached from "SNIA BPD" 10% convertible bonds 1985-1993;

which will act as option warrants.

Payment of Lit. 2,750 for each new savings share subscribed must be made on subscription. Holders of certificates representing old Lit. 600 nominal shares and of provisional certificates representing convertible savings shares who wish to exercise their option rights should apply to the offices of SNIA BPD S.p.A., Via Borgonuovo 14, Milan, for:

a reverse share split in respect of the old shares into shares of Lit. 1,000 nominal (3 shares for each 5 old shares of Lit. 600);
or alternatively
the provisional certificates to be replaced with permanent certificates representing the savings shares.

Under Art. 2441 para. 3 Civil Code, option rights not exercised in accordance with the terms set out above will be put on the market.

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THE BOARD OF DIRECTORS

OVERSEAS NEWS

Moscow sacks two managers of Chernobyl plant

BY PATRICK COCKBURN

THE two men in charge of the Chernobyl atomic power station have been sacked for incompetence, the Communist Party daily newspaper Pravda said yesterday, the first disclosure by the Soviet Union that it has punished senior officials held responsible for the world's worst civil nuclear accident on April 26.

Mr V. Bryukhanov, the director of the plant, and Mr N. Fomin, the chief engineer, were sacked at a meeting of the Kiev region Communist Party called to discuss the problems caused by the accident. "They did not correctly assess what had happened and take the proper measures to organise efficient work everywhere to bring to an end the consequences of the accident," Pravda said.

The newspaper said the two men had failed to provide firm leadership or discipline and showed "irresponsibility and mismanagement," it also disclosed that Mr R. Solovyov, deputy director of the plant, abandoned his post at the time of the accident and other senior technicians and shift leaders had left the plant.

Pravda said the new head of the plant is a Mr E. Pozdyshev. It quoted him as saying "the goals are clear. The problems are known, and it is time to get on with the job."

The meeting in Kiev also criticised the Communist Party members at the plant, saying they could have done more. In the immediate aftermath of the accident, it said the party became over-involved in what was happening at the plant rather than the general situation.

This may refer to heavy criticism inside the Soviet Union and abroad of the slowness of the evacuation and the failure of the local authorities to issue warnings to people in Kiev, the capital of the Ukraine, about the dangers of radiation until 10 days after the accident.

Mr Boris Shcherbina, the head of the commission investigating the accident, has already said that the situation he found at Chernobyl was different to that described to him in Moscow immediately after it had occurred. He strongly implied that local officials had failed to assess the seriousness of what had occurred.

Mr Vladimir Shcherbitsky, the Communist Party leader in the Ukraine and a Politburo member since 1971, has been mentioned seldom in the press since the accident and it is possible that he will be held responsible for the mishandling of the accident.

But although state and party officials in the Ukraine may have mishandled measures to cope with the accident, diplomats point out that the seriousness of the Chernobyl accident was known immediately in Moscow, since the high-ranking commission to investigate the causes was appointed on the same day as the disaster happened.

Oslo tax hurdle cleared

By Fay Gjester in Oslo

THE MINORITY Labour Government of Ms Gro Harlem Brundtland, which last month replaced the minority Conservative-led coalition of Mr Kare Willich, has won the first round of its struggle to stay in office.

In a deal with the coalition's two junior partners, finalised on Saturday, the Labour Government ensured a Storting (Parliament) majority for an emergency austerity apckage—tax increases and spending cuts—needed to cool down the country's over-heated economy.

Mr Willich's Government resigned when parliament voted against a proposed petrol tax increase. The Conservative Prime Minister had made approval an issue of confidence but lost the vote when the two MPs of the tiny right-wing Progress Party, which usually backed the coalition, voted with the opposition.

A compromise agreed at the weekend and due to be put to the vote tomorrow provides for a rise in the tax on petrol and oil, as well as on beer, wine, spirits and tobacco.

The net tightening effect of the package will be NKr 3.2bn (£279m)

Tuna price collapse poses crisis for EEC

BY TIM DICKSON IN BRUSSELS

A DRAMATIC collapse in the world price of tuna has created a new fish crisis for the EEC.

Decisions to be taken this week in Brussels look like clearing the way for one of the most expensive support programmes for European fishermen, almost certainly running into "tens of millions of Ecus" according to one European Commission official.

Besides the budgetary implications, EEC relations with West Africa (notably Senegal) are also at stake.

The tuna problem is a further illustration of the increased pressures on the Common Fisheries Policy (CFP) arising from the accession this year of Spain and Portugal (who between them have doubled the size of the EEC's fishing fleet).

The Commission is already trying to settle a potentially explosive dispute between France and Spain over fishing rights near the French Basque port of Hendaye and elsewhere is embroiled in an international row with Canada in which Iberian boats are principally involved.

European tuna fishing is dominated by Spain and France—jointly they employ about 6,000 in their tuna fleets and account for a little over 10 per cent of world production (itself dominated by the US and Japan).

The support measures likely to be approved this week have been automatically triggered by the relevant section of the CFP.

Fish intervention schemes (the method of guaranteeing a minimum price) exist for many species, but unlike their agricultural counterparts they are generally set at rock bottom prices and cost relatively little. The whole CFP cost a mere Ecu 150m (£95.7m) last year, a tiny fraction of the Ecu 21bn swallowed up by the Common Agricultural Policy.

The tuna regime, by contrast, contains a potentially greater Community commitment in times of distress and was the subject of particularly tough negotiations by the French at last year's price fixing negotiations.

The slide in prices — which began on world markets in mid 1983 and follows a near doubling of production since 1970—only started to hit Europe hard in the last 18 months. With prices denominated in US dollars, European producers were initially protected by the strength of the American currency against the Ecu in 1983 and 1984. But between October 1985 and May this year quotes for the most widely traded tuna variety have dropped 35 per cent to Ecu 919 per tonne.

One serious diplomatic effect has been a break in the bilateral fishing agreement between the EEC and Senegal. Due to expire at the end of April, the old agreement was extended until the end of last month, but in the absence of successful negotiations has now lapsed.

The root of the problem lies in a decision by the French to move part of its tuna fleet away from the overfished waters of the Atlantic to the Indian Ocean, from where they have recently been refusing to meet the Community's obligation to supply raw fish to the processing factories of Dakar. The French argue that the journey is not economic at today's prices.

The Commission, meanwhile, is irritated that it suddenly faces having to support a sector which it feels has generally prospered in recent years. It is anxious to avoid the mistakes of the CAP in encouraging overproduction and is examining ways of ensuring that tuna is not now simply dumped on the Community at inflated prices.

The management committee responsible for day to day implementation of Community regulations is expected this week to approve the tuna support scheme. Longer term, however, the Commission will be pressing for complete renegotiation of the tuna regime.

Refaat El-Sayed returns as head of Fermenta

BY KEVIN DONE, NORDIC CORRESPONDENT, IN SWEDEN

MR REFAAT EL-SAYED, the controversial majority shareholder of Fermenta, Swedish biotechnology and chemicals group, is taking back the leadership of the company in the new post of group chief executive.

The move comes only four months after he resigned as managing director when it was revealed he had lied to investors about his academic credentials as a microbiologist.

Mr Ove Sundberg, formerly managing director of KemaNobel, the Swedish chemicals group, who took over as Fermenta managing director in February to try to halt the crisis of confidence in the company, is to remain as managing director of the parent company.

The company is forming a new group executive committee consisting of Mr El-Sayed, who will also remain deputy chairman, Mr Sundberg and Mr Gosta Bystedt, Fermenta board chairman and also executive deputy chairman of Electrolux.

Mr El-Sayed's return to lead the executive management comes only two weeks after the company received the heaviest fine possible from the Stockholm Stock Exchange authorities for numerous "inexcusable" breaches of its listing agreement and barely escaped expulsion from the bourse.

In its judgment on Fermenta, the stock exchange board delivered a stinging critique of the manner in which Mr El-Sayed, as managing director, had issued selective financial information, and of the way the company's release of information had created a "misleading" picture of the its activities.

The stock exchange did not remove the threat of expulsion from Fermenta and said it would re-examine at a later date the company's fitness to remain a quoted company.

The board of the stock exchange said it had stopped short of ordering the expulsion of Fermenta partly because of a pledge from Mr El-Sayed that he would substantially reduce his influence in the company.

Lisbon sets 4% ceiling on bank interest rate

BY DIANA SMITH IN LISBON

MR MIGUEL Cadilhe, the Portuguese Finance Minister, has forbidden banks to pay customers more than 4 per cent interest on current accounts. The measure follows last month's opening of two privately owned highly competitive commercial banks, Banco Comercial Portugues (BCP) and Banco de Comercio e Industria (BCI).

The banks, breaking the grip of nationalised institutions on retail banking, offered interest ranging from 6 to 11 per cent on current accounts with average annual balances of Es 300,000 to Es 1m (£44,000) or more.

The Finance Minister, a prominent figure in a centre-right Government which has regularly vowed its commitment to market forces, claimed that the restrictions on interest were needed to "avoid market turbulence and distortion because there is no existing legislation that grants equal competitive conditions to all banks."

The move has been interpreted as another attempt to protect over-manned, over-branched and financially constrained nationalised banks from the competition new private banks can practise with their automation, small, highly-trained staff, freedom from the bad debts that weigh on nationalised banks, and strong capital base.

Of the eight nationalised commercial banks, only one, Banco Espirito Santo, is highly profitable. The others range from reasonably solid to very weak.

They cannot pay high interest on current accounts and have generally only paid ½ per cent. The Finance Ministry's move is the second since 1985 that the authorities have sought to weaken competitive pressure on national banks.

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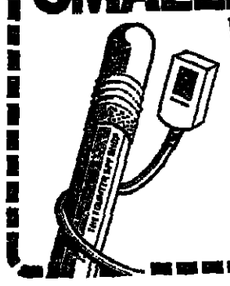

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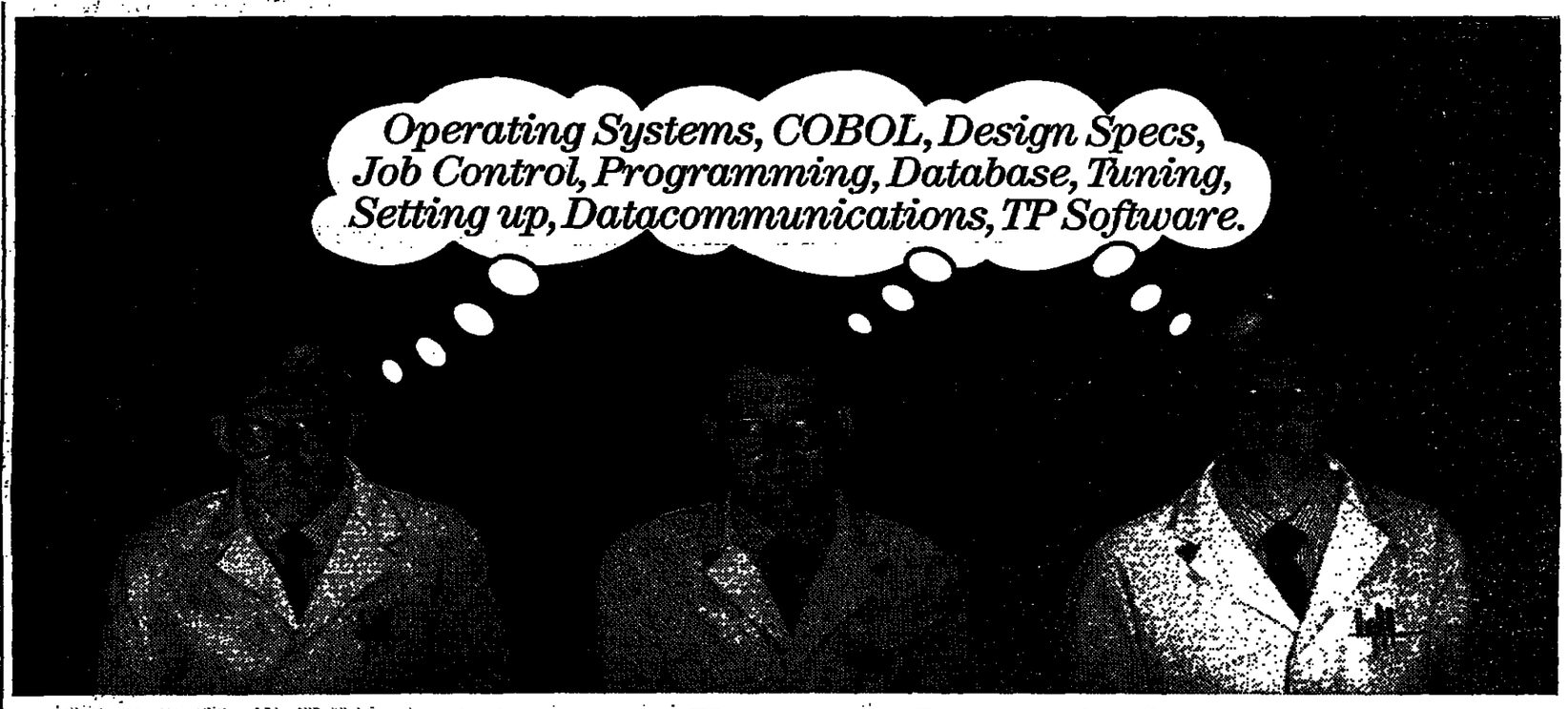

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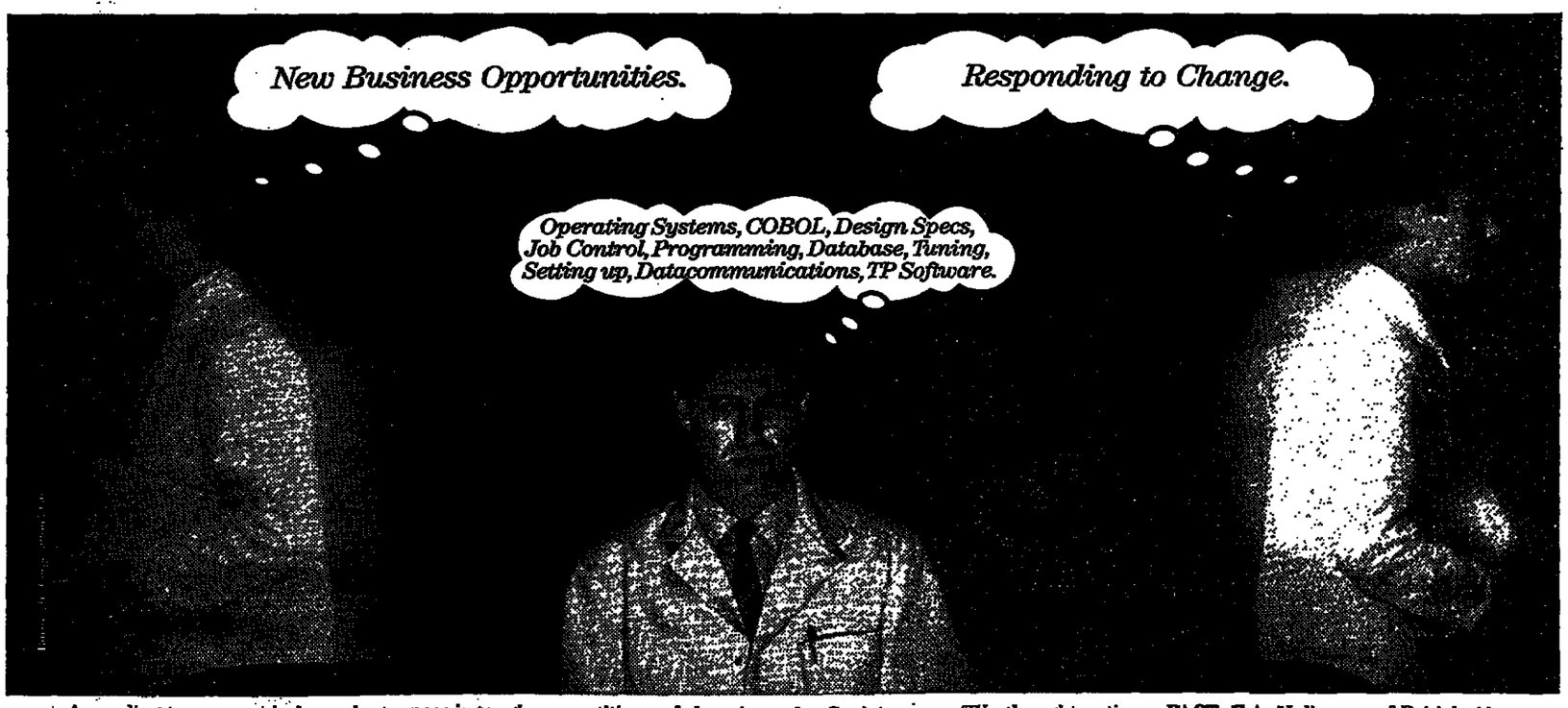

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FACT: One of our clients, Leamington Spa Building Society, wanted to convert to a real time database system in the shortest possible time. As Bob Neill of the Society says: "We thought a time scale of three years would be needed. With LINC we were ready in four months."

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So if markets change or your company expands or even merges, for example, you can change your system in months, or even weeks, rather than years. Or if foreign competitors start nibbling at your margins, you can act before any real damage is done.

FACT: Eric Holloway, of British Alcan Aluminium, said recently: "We had estimated a conventional system would take six man years to develop and implement, with LINC we were up and running with a working system in four months."

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For more information, call Brian Reynolds on 01-750 1420. Or write to him at Burroughs, Heathrow House, Bath Road, Hounslow, TW5 9QL.

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WORLD TRADE NEWS

Japan likely to win first slice of $1.4bn shipbuilding contract

BY YOKO SHIBATA IN TOKYO AND ANDREW FISHER IN LONDON

JAPANESE AND French shipyards are competing to build seven gas ships for an international consortium worth a total of about $1.4bn (£921m) in what is likely to be the world's biggest series of merchant shipbuilding orders.

The ships will be ordered in stages by Central Shipping Organisation (CSO), the Australian-based consortium which will ship gas from Australia's North-West Shelf to Japan.

Japanese yards look ready to win at least the first two contracts for the $200m vessels after tenders from Mitsubishi Heavy Industries and Mitsui Engineering and Shipbuilding. Kawasaki Heavy Industries is in line for the third contract.

CSO said in Melbourne the first orders for the liquefied natural gas (LNG) ships would probably be placed in July. The consortiuma comprises British Petroleum, Shell, BHP, Woodside, Chevron, Mitsui, and Mitsubishi and Co.

Last autumn, CSO asked for tenders for the first two ships. Also in the running are Ishikawajima-Harima Heavy Industries (IHI) of Japan and two French yards, La Ciotat and Alsthom Atlantique.

The LNG will come from Australia's North West Shelf, with about 5.8m tonnes expected to be transported yearly to Japan from 1989 to 2009. For economic and political reasons, several LNG projects around the world have been shelved in recent years and 23 LNG ships were laid up at the end of 1985.

The prospect of the orders, using technology which has overtaken that of earlier LNG vessels, comes at a time of acute crisis in world shipbuilding, with yards around the world contemplating further capacity and job cuts, or closures.

The complex LNG ships will provide a large volume of work for the successful yards. Total world shipbuilding orders have been declining since the tanker-building boom of the first half of the 1970s.

SHIPPING REPORT

Tanker sales follow rise in oil demand

BY OUR SHIPPING CORRESPONDENT

TANKER SALES dominated the second-hand ship market last week, after the rise in demand for oil triggered off by the fall in prices. Freight rates remained firm, but showed little further movement.

Galbraith's, the UK shipbroking company, reported an active week for VLCCs and ULCCs (very large and ultra large crude carriers) in the sale and purchase market.

More and more tonnage is being brought out of lay-up berths around the world and ships which were previously thought to be unsaleable are now finding buyers.

One such vessel is the Setúbello, a ULCC of 322,400 deadweight tons, three years old and built in Portugal. She is reported to have been sold for around $14m compared with the $50m which she originally cost.

Loews Corporation of the US, which has been a speculative buyer of ships, is now reported to be taking its first vessel out of lay-up. The company has also bought a ULCC of 388,000 dwt, the Esso Le Havre for around $12m. This ship has been laid up for more than three years.

Galbraith's estimated that around 3m dwt of VLCCs and ULCCs was available in the Gulf for June shipments, far less than in previous months before the oil price slide started to boost demand.

These vessels could be absorbed fairly rapidly. After rising last month from Worldscale 25 to around Worldscale 35, the rate for a 250,000 dwt cargo from the Gulf to the West has now settled down.

On the dry cargo market, Denholm Coates, the UK shipbroker, reported little change in the low level of rates. The grain rate from the US Gulf to Japan reached a new seven-year low of $8.50 a ton.

Concern over Kenyan investment changes

BY MARY ANNE FITZGERALD IN NAIROBI

INVESTOR confidence in Kenya has faltered following a series of policy changes designed to circumscribe foreign business activity. The shift in approach is a radical one for a country whose free-enterprise attitude has made it a showcase of capitalism in black Africa.

The changes have also unnerved the expatriate business community, who interpret the spate of new regulations as a denial of the key role they have played in building a post-independence manufacturing base.

The move by President Daniel Arap Moi is in response to internal political pressure from an increasingly dissatisfied electorate. There is a large pool of Kenyan unemployed and the country has one of the highest population growth rates in the world.

Resentment of the strong European and Asian influence over business activity has intensified as the fortunes of Kenyan Africans have declined. The 70,000-strong Asian community contributes about a quarter of economic output.

In the latest reaffirmation of

President Moi

his commitment to place the economy in the hands of African citizens, President Moi decreed on June 8 that foreigners entering into joint ventures must give a controlling interest of 51 per cent or more to indigenous Kenyans.

"As it stands, this clearly won't attract new investment. There is a lot of competition for the same funds and other countries will get them," said Mr Vincent Harding, chairman of the Inchcape Mackenzie group.

Mr Moi's statement is at odds with the country's foreign investment statute. The statute provides no distinction between foreign and national investors in industry, although domestic commercial borrowing regulations favour companies with Kenyan equity.

There are no restrictions on the percentage of foreign equity allowed or on capital transfers abroad. Unlike many other African countries, Kenya's central bank sanctions dividend and management fee remittances relatively quickly.

More than 180 multinationals, mainly from Britain, the US and West Germany, have a $1bn stake in the country.

About half of these chose joint ventures with the public sector, usually in the form of minority participation from one or more state development banks.

There are few partnerships with African entrepreneurs. Britain underwrites roughly half the foreign investment in terms of value.

Mr Moi has made several allusions to "indigenisation" in recent speeches. Last week he promised to accelerate the phasing out of the large expatriate workforce and to establish a taskforce to supervise the handover of enterprises to African Kenyans.

Over the past decade the number of foreigners working in Kenya has been halved to 9,000, the great majority of whom are in managerial positions.

It is unclear how or when the 51 per cent ruling will be applied since no clear guidelines have been issued.

When asked for clarification on the equity ruling, Mr Adam Ali, managing director of the Investment and Advisory Promotion Centre, said: "I don't know anything about it." The state-run organisation is charged with advising potential foreign investors.

Foreign businessmen have expressed fears that the decree will usurp their control over dividend declarations and boardroom decisions. It also dampens incentives for expansion among multinationals operating in Kenya, they said. "The barometer is swinging against us," commented one company.

Diplomats and businessmen pointed out that the policy shift could damage Kenya's chances of long-term recovery. Economists are predicting a $120m balance of payments surplus for 1986 in the wake of exceptionally good coffee and tea recepits, but the momentum for growth will not be maintained in the absence of continued capital formation, they said.

Despite the government's desire to attract offshore capital, foreign investments has stalled since the 1970s when a number of multinationals came to Kenya in the erroneous belief they would have a regional market among member states of the now defunct east African community.

There was a minor resurgence last year in the oil exploration sector, but this was offset by the divestment of more than 20 US companies over the past three years.

Bush blames Congress on tariffs

BY NANCY DUNNE IN WASHINGTON

US VICE-PRESIDENT George Bush, attempting to defuse trade tensions in Canada, has blamed Congressional pressure for the Administration's decision to protect US cedar products producers. As if to prove his point, Congres was busy back in Washington pushing for more tough action against alleged Canadian trade transgressions.

The vice-president said: "Those who are pushing anti-trade measures in both countries are practising the politics of envy—pitting one industry against another, one worker against another, all fighting for a piece of a shrinking pie."

The Administration imposed stiff tariffs on imported cedar products after a six-month investigation found the US industry suffering, he said. "If we don't demonstrate good faith in enforcing our existing trade laws, we risk inviting sterner medicine from Congress."

Meanwhile, Republican Senator John Danforth, chairman of the international trade subcommittee, was exracting from Mr Clayton Yeutter, the trade representative, a commitment to take a tough stance on Canadian trade policies on printed materials, said to be hurting US exports.

Mr Yeutter said the US would put the issue at the top of its negotiating agenda in the free-trade talks. If these efforts failed he would pursue "whatever additional actions might be necessary" to resolve the dispute, including new legislation.

Elsewhere in the Senate, Senator Pete Wilson, a California Republican, asked the Federal communications commission (FCC) to deny Canada part of the US radio spectrum needed for a proposed US-Canadian satellite system.

The Senator complained that US broadcasters were not compensated for re-broadcasts under Canada's copyright laws, and Canada's tax code did not allow advertisers to deduct the cost of commercials placed in foreign markets.

The proposed system requires both countries to allocate the same spectral frequency, and the Canadian Government has already agreed.

World Economic Indicators

INDUSTRIAL PRODUCTION
(1980 = 100)

					% change over previous year
US	Apr. 86	Mar. 86	Feb. 86	Apr. 85	
	115.2	115.0	115.7	114.3	+0.8
	Mar. 86	Feb. 86	Jan. 86	Mar. 85	
France	100.2	100.8	100.1	100.8	−0.6
Italy	101.1	98.8	97.9	98.6	+2.5
UK	109.3	109.4	108.1	107.6	+1.6
W. Germany	102.0	106.7	106.2	101.7	+0.3
Japan	120.7	121.4	121.3	118.6	+1.7
	Jan. 86	Dec. 85	Nov. 85	Jan. 85	
Netherlands	101.5	100.4	109.0	108.2	−6.2
Belgium	105.3	104.3	109.7	98.7	+6.7

Source (except US, Japan): Eurostat

Campaign hopes to end barriers to services

BY CHRISTIAN TYLER, TRADE EDITOR, IN STOCKHOLM

AN EFFORT to mobilise private companies and government officials in the developing world to the cause of free trade in services is to be made by Western groups of companies.

It was decided after a weekend meeting here to invite Third World representatives to attend a conference towards the end of the year, posssibly in South-East Asia or Japan.

One aim of the Western groups, based in the US, UK and Sweden, is to alert companies — in rich and poor countries—to the rapid approch of global negotiations in which trade in "invisibles" may be included.

They want to convince governments hostile to the prospect of deregulation that it will be to the direct benefit of less developed countries (LDCs) and not only to the US, EEC and Japan. It would also, they say, give an extra boost to the world economy of the next decade.

A prerequisite for successful negotiation to remove national barriers is that service companies themselves should understand the subject better and should present a coherent strategy to trade negotiators, leaders of the campaign said yesterday.

The weekend conference was hosted by the Swedish coalition of service industries and was supported by the US body of the same name and by the Liberalisation of Trade in Services Committee from the City of London.

Some members said they feared that, without LDC participation, the three groups would be seen as merely seeking to secure better access to undeveloped markets for strong multinationals at the expense of weaker competitors.

This criticism has already been levelled at the US by some poorer nations. Largely due to US private sector pressure, the subject is, however, being informally discussed by a group in the General Agreement on Tariffs and Trade (Gatt) in Geneva.

Ministers of the 90 Gatt member countries are due to meet in Uruguay in September to launch a global trade negotiation. They will again face the controversial question of whether services should be on the agenda for the first time.

Peking in space talks with US company

By Robert Thomson in Peking

CHINESE ASTRONAUTICS officials have discussed with the Hughes Aircraft Company the possibility of jointly developing a satellite launching pad in Hawaii for the launch of US civilian satellites, the official Chinese news agency, Xinhua, reported yesterday.

The report said the unusual proposal was made by the president of Hughes Aircraft, Paul S. Visher, and involved the establishment of a launch facility for the use of Chinese rocket carriers and US satellites.

Not surprisingly, with China having just launched itself on the satellite market, the proposal has received a "positive response" from the Chinese side, and "negotiation on related substantial questions between both sides is expected to be held soon," the report said.

An industry observer in Peking said the Chinese would be particularly keen to develop their satellite technology, which is far behind their launch technology, while Hawaii appeals to Hughes as it would give the company much more control than a similar project in China.

Meanwhile, officials of China's Great Wall Industry Corporation (GWIC), an offshoot of the astronautics ministry, and Teresat Incorporated, a New York-based company, announced at the weekend that they had signed a satellite launch reservation agreement.

The agreement covers the launch by China's "Long March Three" rocket of two satellites, Westar Six and Palapa B, which were retrieved from faulty orbits by the US space shuttle in 1984 and are held by Lloyd's Underwriters. Teresat has been negotiating their purchase from Lloyd's.

China has given a discount of about 15 per cent to Teresat in a bid to establish itself on the satellite launch market

The first of the two satellites is due to be launched in the last quarter of next year, while the second is expected to put into orbit six months later.

However, despite numerous recent statements to the contrary, the deputy general manager of GWIC, Wu Keli, claims that Cnint does not intend to compete with western countries for Satellite launches.

China has launched 18 test satellites since 1970

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UK NEWS

Government still seeking water flotation format

BY RICHARD EVANS

THE GOVERNMENT is facing difficulties in finding a formula for privatising the water industry that will retain the support of the regional water authorities in England and Wales.

The flotation of the 10 authorities, which should produce between £5bn and £7bn for the Treasury, is the most complex and contentious of all the Government's privatisation proposals, and the backing of the industry is essential for its success.

The original intention, once the necessary legislation is passed in the next parliamentary session, was to float the water authorities off separately from the autumn of 1987, probably starting with Thames Water, the largest and most profitable.

Most of the authorities were unhappy with this, however, as it would mean that the less attractive authorities – at least half – could be caught by the timing of the next general election and left in limbo.

A radical option put forward by the Water Authorities Association, the industry's trade body, is for all of them to be floated at once.

The idea, not opposed by the Government in principle, is being explored by merchant bankers J. Henry Schroder Wagg on behalf of the Department of the Environment and Kleinwort Benson for seven of the authorities. No decision will be reached for some time, but the initial findings are not hopeful.

"The logistic problems associated with a multiple flotation are immense. We do not know whether the stock market could cope physically with 10 share applications, in one, or whether the sheer scale of the exercise will be too big for the market to swallow," said one adviser.

Another option also being examined is to have two or three batches of sales rather than individuel flotations, but this would again mean that some authorities would be privatised before the next general election and others left uncomfortably in the public sector. The latest time that Mrs Margaret Thatcher, Prime Minister, can call a general election is the early summer of 1988.

The majority of water authorities are in favour of a multiple flotation but some, especially Thames, will go along with the idea only if it means no delay for its own flotation.

Mr Roy Watts, chairman of Thames Water, and the most vocal advocate of privatisation among the industry's leaders, argues that the authorities will operate as separate, independent companies after flotation, and should, therefore, be treated on their individual merits.

He fears that the major problems of debt and capital investment facing some authorities could adversely affect the sale of Thames.

Whatever formula is chosen the Government remains totally committed to privatisation of the industry, despite the difficulties, created by the approach of a general election.

The water privatisation legislation, now being drafted by the Department of the Environment, will be introduced at the beginning of the next parliamentary session in November, but because of its complexity and controversy, it is unlikely to reach the statute book before 1987.

Airline unions to tackle minister on losses caused by Libya raid

BY OUR LABOUR CORRESPONDENT

UNION LEADERS will today meet Mr Michael Spicer, Aviation Minister, to protest about the impact of government policy on the airline industry.

The meeting, the first held at such a level for several years, follows the decision last month by British Caledonian Airways (BCal) to cut 1,000 jobs in response partly to the repercussions of the US bombing raid on Libya.

BCal suffered from both suspension of its service to Libya and a downturn in bookings on North Atlantic routes as Americans cancelled travel plans for fear of terrorist reprisals. Unions say that the Government, which backed the US raid, should bear responsibility.

Mr Mark Young, general secretary of Balpa, the airline pilots' union, said: "If you are going to start fighting wars against terrorism on behalf of the British people, it's the British people who should pick up the bill."

The unions will today also be raising the industry's more general problems, including over-capacity and the need for expenditure on tighter security against terrorism, and will be questioning the Government's decision to stop BCal reviving the helicopter link between Heathrow (London) and Gatwick airports.

Mr Mick Martin, national aviation secretary of the Transport and General Workers' Union, said yesterday: "One of the things we haven't done enough of is knocking on ministers' doors. This is the first meeting we have had for some time, but it won't be the last."

● BCal is expected to announce on Wednesday that it has easily achieved its target of finding volunteers for 1,000 job losses.

Indications are that as many as 1,300 of the airline's 9,000 employees may have volunteered for severance. This raises the possibility that more than 1,000 will be released, although some of the volunteers will be told their skills are still required.

NUM membership 'below 100,000'

BY PHILIP BASSETT, LABOUR EDITOR

LEADERS OF the breakaway Union of Democratic Mineworkers (UDM) claimed yesterday that membership of the National Union of Mineworkers (NUM), from which the UDM sprang, has fallen below 100,000 and that accordingly the NUM should lose its seat on the Trades Union Congress (TUC) general council.

The UDM's claim, voiced as delegates gathered in Buxton, Derbyshire, for the union's inaugural annual conference, is the latest in a series of charges about relative membership strengths that the two unions have been making about each other since the UDM's formation after the 1984–85 strike.

The significance of the UDM's latest charge is that its own claimed membership figure is 35,000, which union leaders said would be reflected in the card votes at the conference this week.

Latest National Coal Board figures put total production manpower in the industry at just under 135,000. UDM leaders say this confirms its own soundings within the industry that the NUM's real membership figure has fallen below the 100,000 mark.

Under TUC rules, a union loses its general council seat if membership falls below 100,000. Loss of an automatic seat would probably deprive the NUM of a TUC place altogether.

The NUM disputes the UDM's figures, however, and claims in return that the breakaway union's membership is not only much lower than it claims, but is falling.

CBI puts average pay deals at 6.25%

By Walter Ellis

THE AVERAGE level of wage settlements in the UK manufacturing sector in the first four months of this year remained well up on the prevailing rates of inflation. The decline on the 1985 average of 6.5 per cent was only marginal. In the services sector this year, rises averaged 6.75 per cent.

There is little sign so far of the sharply reduced rates of increase which the Government had hoped would accompany recent declines in the index of retail prices.

According to the pay databank of the Confederation of British Industry (CBI), the average for January-April was 6.25 per cent. Inflation, annualised, during the same period averaged just 4 per cent.

Slightly more than one-in-five settlements since last August were fixed at between 4.5 per cent and 5.5 per cent; one in three were between 5.5 per cent and 6.5 per cent, and just under one in five concluded at between 6.5 per cent and 7.5 per cent.

The cost of living, the CBI says, is receding in importance as an upward pressure on pay settlements. Nevertheless, it remains by far the most important factor.

Times editor urges journalists not to vote for stoppage

BY DAVID BRINDLE, LABOUR CORRESPONDENT

JOURNALISTS on The Times received letters at the weekend from Mr Charles Wilson, the newspaper's editor, urging them not to vote for industrial action in the ballot being conducted this week.

The letters say that a vote for action on the issue of six journalists dismissed last week would be seen by the print unions as support for their "violent" dispute over their exclusion from Mr Rupert Murdoch's News International plant at Wapping, east London.

"Voting for strike action can only prolong the dispute by allowing people on the picket line to believe you would welcome them into Wapping," Mr Wilson says.

He goes on to confirm that an annual pay rise of 10 per cent is on offer to staff of The Times. Journalists on the Sun last week overturned a vote for industrial action after being offered such a rise, but the National Union of Journalists' chapel (office branch) at The Times has refused to negotiate pay before the issue of its six dismissed members is settled.

The letters state: "You will be enjoying some of the best conditions and best rewards in British journalism (the latest step towards that is in this year's annual pay offer of 10 per cent, which has been accepted by other chapels) and The Times will be continuing its voyage into its third century."

Mr Wilson explains in the four-page letters, that the six journalists, previously suspended for their refusal to work at Wapping, have been dismissed on legal advice in view of pending unfair dismissal claims lodged by the 5,500 striking printworkers and by other journalists dismissed earlier in the five-month-old dispute.

The Times' NUJ chapel voted 80-2 last Friday to proceed with the industrial action ballot, which will be conducted by post and counted by the Electoral Reform Society.

The chapel has been trying to get the issue of the dismissed journalists referred to the government-supported conciliation service Acas. News International is believed not to be opposed to this in principle, but to be resisting it for fear such a reference would lead to Acas dealing with the dispute as a whole.

● Mr Bill Gillespie, whose resignation as Times Newspapers' managing director was announced at the weekend, said yesterday that his departure was unrelated to the Wapping dispute.

Discounting rumours of rifts at senior levels within News International, Mr Gillespie said he had always enjoyed "extremely affable" relations with Mr Rupert Murdoch.

Bid defence shows £9m Aitken Hume losses

BY TERRY POVEY

AITKEN HUME, the financial services group, is taking a calculated risk that it can win shareholders' confidence with its defence document against the £78m all-share bid from Mr Nick Oppenheim's Transwood Group.

Aitken Hume admits difficulties last year, but argues that it has taken the three critical steps – management has been changed, stringent financial controls (including more prudent accounting for profits) introduced and a new strategy developed which will involve withdrawals from unprofitable areas.

Also revealed will be a £9m series of trading, exceptional and extraordinary losses for the year to March, plus the passing of the final dividend. When the interim results were reported in November, earnings per share had dropped from 13.1p to 1.2p but an interim payout of 2.5p was made.

The defence document contains no profit forecast for 1986–87.

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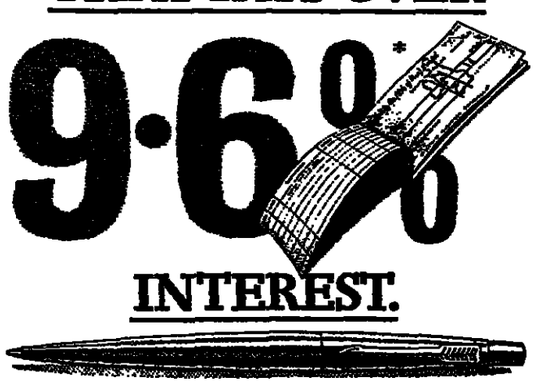

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UK NEWS

Decision closer on seeds body sell-off

By Andrew Gowers

THE GOVERNMENT will move a step closer to a final decision on whether to privatise the National Seed Development Organisation and part of the Plant Breeding Institute this week when it receives a full report on the issue from Lazard Brothers, the merchant bank.

Its decision, which may come before parliament's summer recess, is awaited eagerly by a number of international companies including ICI, Royal Dutch/Shell and Ciba-Geigy of Switzerland, all of which have expressed an interest in buying at least part of the two organisations.

The possible sale of the bodies has aroused controversy among farmers and agricultural merchants, who believe they should remain in the public sector, and deep uncertainty among the PBI's research scientists.

The PBI forms part of the Agricultural and Food Research Council and is funded by the Department of Education and Science and the Ministry of Agriculture to conduct agricultural research as well as plant breeding. It has had considerable success in breeding new wheat varieties. The NSDO – based, like the Institute, near Cambridge in eastern England – derives 80 per cent of its revenue from producing and marketing seed varieties bred at the PBI.

The Government, which is trying to reduce state involvement in agricultural research, has already decided in principle to privatise the profit-making NSDO and part of the entirely state-funded PBI if the terms are right.

The Lazard study, which has been seen by Government officials in draft form, canvasses a range of options for the sale of the two bodies and the various prices they would be expected to fetch. Neither Lazard nor the DES would comment, but combined sale values of £20m upwards for the NSDO and part of the PBI have been mentioned in the industry.

It is probable that if the Government proceeds with privatisation it will sell the bodies to a company already involved in the agricultural supply industry and interested in building up its presence in seeds.

Government may defer local authority reform

BY ROBIN PAULEY

GOVERNMENT PLANS for legislation to put further control on local authority capital expenditure may be dropped, along with plans to abolish rates (local property taxes) until after the next general election and possibly longer.

The early inclinations of Mr Nicholas Ridley, the new Environment Secretary, are not to have any more local government legislation which is not absolutely necessary. He is also determined not to become ensnared in detailed and technical controversies with local councils.

His reticence comes at the same time as growing numbers of Cabinet ministers and Conservative backbenchers are starting to question the wisdom of continuing the prolonged guerrilla warfare with councils in the run up to a general election.

Mrs Margaret Thatcher, Prime Minister, is leader of the shrinking group of Cabinet ministers who want a rapid abolition of the rating system. The plans to replace the rates with a poll tax and to replace the business rate with a centrally-set uniform business rate were drawn up by Mr Kenneth Baker, the previous Environment Secretary.

He was always determined privately that "consultation" would be so lengthy that the reform would not take place as long as he was in the job. But Mrs Thatcher wanted a Bill to finish its parliamentary stages before a general election so that it could be implemented immediately afterwards.

The latest time that the next general election can be called is the early summer of 1988.

Mr Ridley, moving in the same direction as Mr Baker and other senior ministers, now thinks that the wisest course is to allow the legislation planned for Scotland to be introduced in the next session and implemented after the general election.

England and Wales should be left untouched while the Scottish experiment is watched and then, perhaps, it might be replicated in England.

A key factor is that all ministers in the Treasury, a key department in discussions about changes to local government finance, are opposed to the reform and Mr Nigel Lawson, Chancellor of the Exchequer is known to think that the political storms which erupt inside and outside parliament over changes to local government finance are more trouble than they are worth.

The long-standing complaints about the extent to which rateable values have become outdated are likely to be met in the case of the business community but again not until after the election.

Commercial and industrial values in England and Wales are expected to undergo their first revaluation since 1973 in 1990. Although the domestic rates now seem likely to survive, there are no plans for a revaluation of domestic values which have also not been updated since 1973.

The plans for a poll tax were drawn up in response to widespread opposition in Scotland to the revaluation which took place there last year. Revaluations do not increase or decrease the total valuation, but they redistribute the rateable burden.

The Government is also having second thoughts about a bill to control local authorities' gross capital expenditure. The bill has already been drafted and it was hoped that council capital spending could be cut by up to £1bn a year by giving each council a limit for its gross capital expenditure each year, whether it is funded through borrowing, use of receipts or creative accounting.

This would close the loopholes such as the sale of mortgages to banks through which councils have managed to breach the existing cash limits.

At one stage the Government considered bringing the bill after Easter to ensure that it was on the state books before the start of the 1987–88 financial year.

Computerised parts for Austin Rover

BY JOHN GRIFFITHS

NEW COMPUTERISED components and materials handling systems have been brought on stream by Austin Rover for production of the new Rover 800 car at its plant at Cowley, near Oxford. They will reduce the average time stocks are held from 10 to between two and three days, the company said at the weekend.

Within two years similar systems will be operated for all production at both Austin Rover's Cowley and Longbridge, Birmingham, assembly plants. The intended result is that company-wide inventories will be reduced to £60–£70m compared with £85m now and about £300m five years ago, a spokesman said.

Cowley's Rover 800 systems, based on a distribution centre about a mile from the plant operated by British Road Services (BRS), are also intended to eliminate excessive handling of materials, ensure that components are supplied in point-of-use packaging and provide strict control of all materials movements.

Under the new systems, suppliers deliver ordinarily to the BRS facility, which comprises both distribution centre and 18,500 sq ft (1,700 sq m) of warehousing. The centre is linked to the car plant by computer, and "just in time" delivery of the required parts operated. The parts do not become a charge on Austin Rover until they actually enter the car plant.

The warehouse, which has customs clearance, has been installed specifically to handle materials from Honda for use in the Rover 800 and the Legend, Honda's version which the Cowley plant will start building in a few months' time.

Another system has been devised for bulkier items, like fascias, under which suppliers will bypass the distribution centre. Instead, they will deliver direct to the plant at precisely determined times, so that they deliver only a few hours of supplies.

The systems should take Austin Rover another step closer to, though still well short of, the Japanese kanban (just-in-time) system of car production. Japanese car plants typically run on just a few hours stocks.

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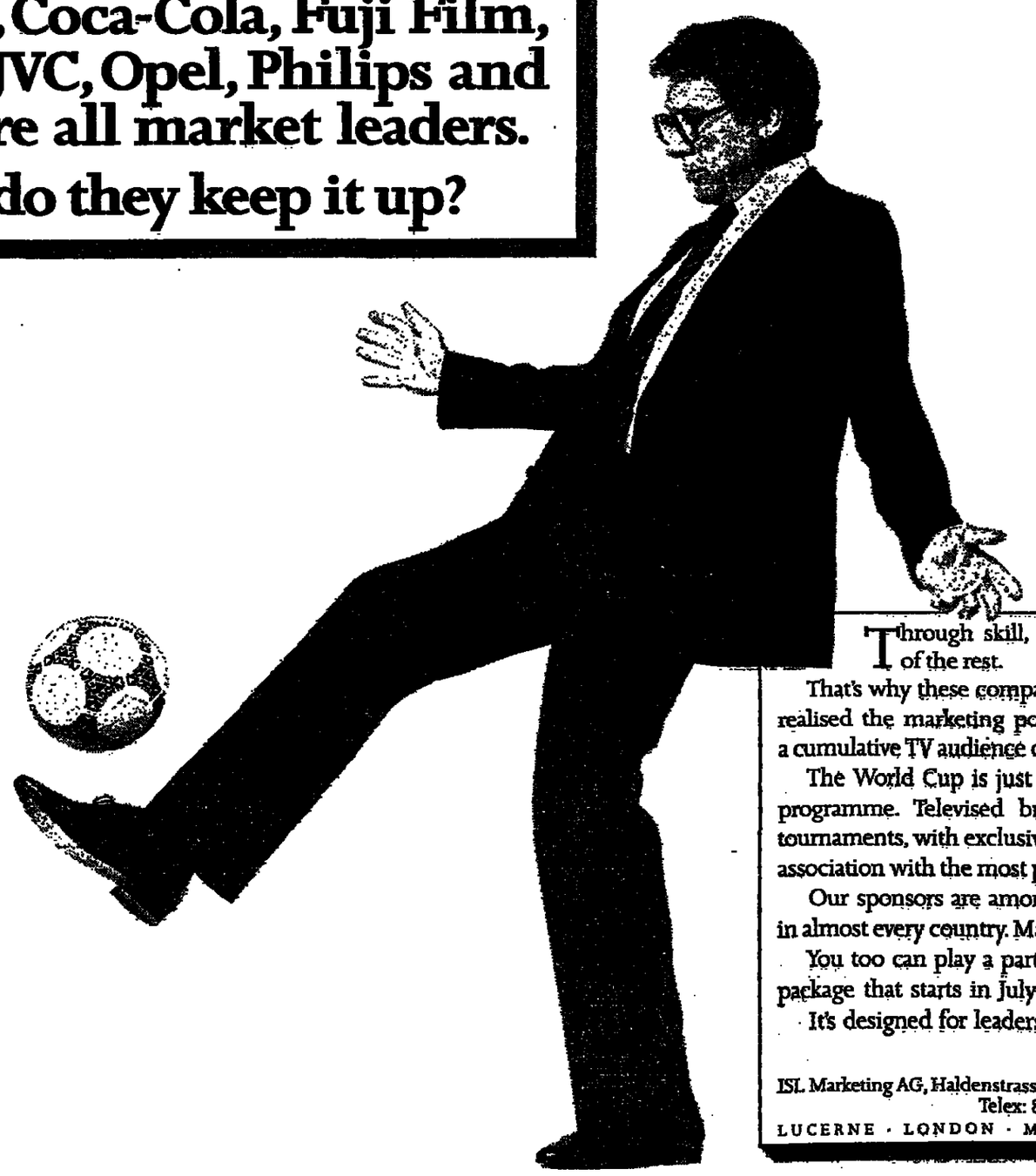

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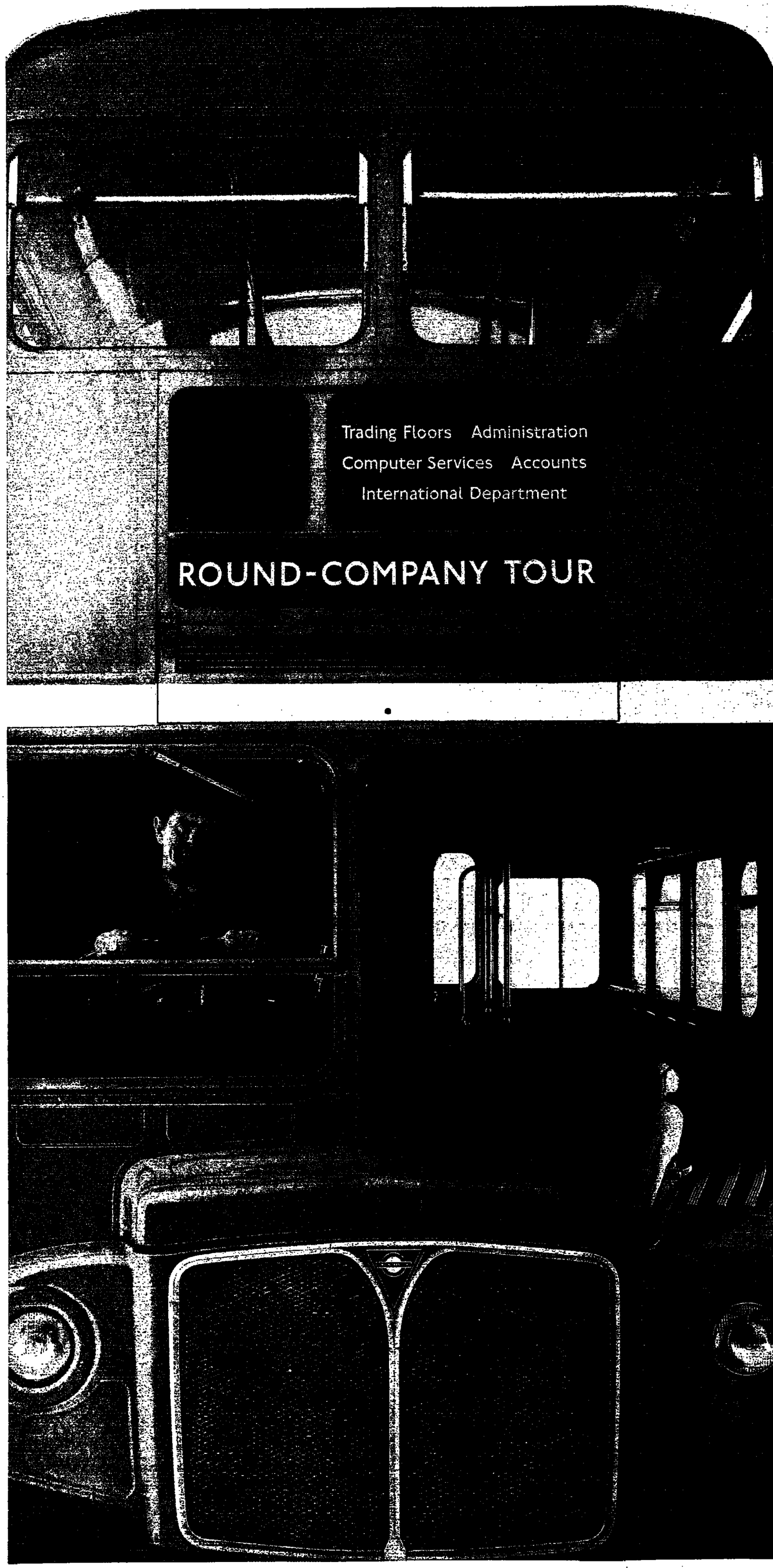

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The lack of large vacant buildings in the City has forced company after company to divide its operations into a series of offices, often scattered all over the square mile and beyond.

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To find out more, phone Scott Lowry of the Canary Wharf Development Company on 01-629 8878.

CANARY WHARF

It makes sense to go round the bend.

European cable TV sees 4% growth

By Raymond Snoddy

THE NUMBER of homes attached to cable television networks in Western Europe grew by 4 per cent last year to a total of 11m and the outlook is optimistic, according to a new study published today.

CIT, the London-based communications consultants, in its fourth annual survey of the European cable television industry, forecasts that at the present rate of progress some 16 per cent of European homes – or 21m – will be linked to cable systems within the next 10 years, nearly double the present number.

Around 3 per cent of homes are now on sophisticated cable networks capable of two-way communication. This is expected to rise to 12 per cent by 1995.

CIT estimates the cable business could generate annual capital expenditure of more than $1bn a year by the 1990s, about a third higher in real terms than present estimates of about $850m.

The consultants argue that if the UK is excluded, last year's rate of growth in Europe would actually be 8 per cent. Old cable networks have been closed down in the UK and the development of the new multi-channel cable systems has been much slower than expected.

"If it weren't for the UK figures, Europe would have seen record cable growth last year," Mr Patrick Whitten, managing director of CIT said.

In France, CIT argues, despite ambitious government plans, progress has been slow.

CIT Research, 1 Harewood Place, Hanover Square, London W1R 9HA.

Gold has been left trailing as an investment target, says Stefan Wagstyl

Speculators build platinum hoard

INVESTORS are hoarding record amounts of platinum in response to the increase in political unrest in South Africa, the world's largest producer.

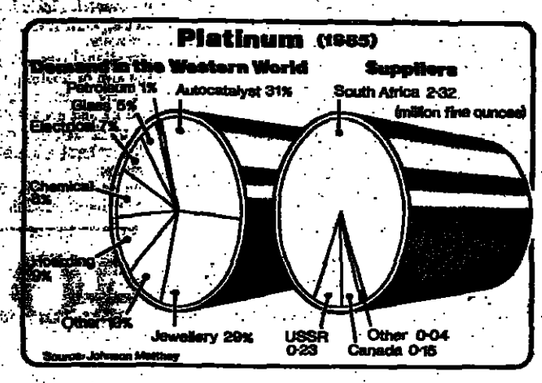
This unprecedented growth in investment demand could bring important changes in a market which, unlike gold, has traditionally been dominated by industrial consumers of metal.

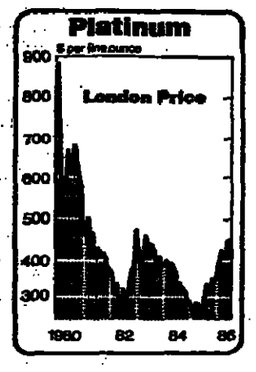
Speculative investors – that is private individuals and fund managers – have played a large part in driving up platinum prices by 31 per cent since the beginning of the year to $449m an ounce at the end of last week. After trading at a discount to gold – the classic precious metal for investment – for most of the 1980s, platinum has this year left gold trailing in its wake. On Friday it closed in London at a $101.25 an ounce premium.

The amount of metal sold for investment in the form of small bars and coins rose by 50 per cent last year to 268,000 ounces and has increased still further in 1986, according to Johnson Matthey, the precious metal company which markets platinum from Rustenburg platinum mines the biggest producer.

Investors have also been busy in the platinum futures market at the New York Mercantile Exchange, which has only one small rival in platinum, at Tokyo. Turnover for the first five months of this year was about 150 per cent higher than in the same period last year. Mr Fred Demler, metals analyst with the Drexel Burnham Lambert financial services house, says: "There has been some very good retail investment activity."

Johnson Matthey estimates that hoarding by investors, which was negligible before 1982, accounted for 9 per cent of last year's Western world platinum demand of 2.8m ounces. Traders believe that this year the proportion could be considerably higher.





Rising prices have already hit one important group of traditional platinum consumers – Japanese jewellery makers. Jewellery last year accounted for 29 per cent of the platinum market – and the Japanese, who prefer the white metal to gold – bought 80 per cent of it. This year, they are buying much less.

Japanese platinum imports fell 22 per cent in the first four months of 1986. Gold imports were sharply up – partly for the minting of a coin to mark the 60th anniversary of the reign of Emperor Hirohito, but also for jewellery.

But jewellery is the exception. Platinum consumers in other industries are unlikely to cut back consumption significantly, because they use the precious metal in tiny amounts in their products. The biggest buyers are vehicle manufacturers who need traces of platinum in catalytic converters for exhaust systems.

About 2 grammes of platinum goes into each vehicle. In the chemical, glass, electrical and petroleum industries the cost of platinum is equally small in proportion to the total cost of the equipment in which it is used.

Industrial companies are not blind to the potential threat to supplies from the unrest in South Africa. Events earlier this year at Impala Platinum, the second largest producer behind Rustenburg, showed what might happen. Production was seriously disrupted when management sacked 24,000 workers in response to a (non-political) strike.

But the producers are adept at gearing production to industrial demand and satisfying long-term contracts, even at the price of buying in the market themselves.

Industry there seems confident enough about its supplies. Mr Joe Stevenson, operations director of Johnson Matthey, says consumers are probably allowing stocks to rise modestly, but there are no signs of deliberate stockpiling.

Perhaps industry is taking a lead from government. Western governments have not rushed to accumulate strategic reserves – the US Administration is still considering controversial plans put forward last year to run down stocks of various metals including platinum.

More importantly, it seems that industry is not short of platinum, although last year demand exceeded supply by some 100,000 ounces and traders expect another shortfall this year.

In the five years to 1984 there was, according to Johnson Matthey, a surplus of 800,000 ounces. Traders do not quarrel with these figures.

Clearly if political unrest drives investment demand still higher, industrial consumers will start to doubt the assurances of their South African suppliers and start building up stocks.

But there is another side to the argument. If unrest should subside, investors may want to sell metal and return to stocks and bonds. Traders estimate some 700,000 ounces of metal is now in the hands of investors – that is three months supply for the Western world.

The possibility of this metal returning to the market cannot be ruled out, however remote this seems today, the tenth anniversary of the Soweto uprising.

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Heathrow duty-free sales 'largest in the world'

BY DAVID CHURCHILL, CONSUMER AFFAIRS CORRESPONDENT

LONDON'S HEATHROW airport has the largest duty-free sales of any airport in the world even though the range of goods on offer there is less extensive than elsewhere, a new report published by the Mintel research group says.

Heathrow had duty-free sales of £69.6m in 1984, the last year for which figures are available, compared with £57.7m for Changi airport in Singapore and £55.8m for Amsterdam's Schipol airport.

Duty-free sales at Heathrow of an average of £8.14p a passenger were, however, the lowest of the three airports. Total retail sales at UK airports, according to Mintel, reached £200m last year compared with £160m in 1984. Duty-free sales on board aircraft, boats and hovercraft added a further £130m to the total.

Consumer research carried out by Mintel shows that customers are unhappy with airport shopping. Less than half of a special survey of 940 adults thought that they were getting value for money from duty-free shops.

Almost a third of those in the survey complained that the stores were too crowded, while 19 per cent said that there were not enough check-outs.

Mintel says that airport retailers cannot fail to prosper in future with an anticipated 4 to 6 per cent increase in air passengers per year until the end of the century.

"Concessionaires with airport retail outlets benefitted from a captive market with an upmarket profile and with higher spending capacity than the average retail shopper," the report adds.

"Assuming that they can supply these consumers with products that they want, then high profits can be made even though a large share goes to the airport owner."

Retail Intelligence-Airport Retailing: Mintel Publications, 7 Arundel Street, London, WC2; price £445.

REVISED NOTICE
To the Holders of
A. F. I. Atlantic Financial International N.V.
Secured Adjustable Rate Notes due 1994

In accordance with the provisions of the Notes, notice is hereby given that for the interest period beginning May 30, 1986 and ending August 28, 1986 the Notes will carry an interest rate of 7.4375% per annum as announced. Interest payable per $5,000 principal amount for this interest period is $92.71, not $91.70 as previously published.

A. F. I. Atlantic Financial International N.V.
By: Paribas Corporation

Date: June 9, 1986

This advertisement appears as a matter of record only.

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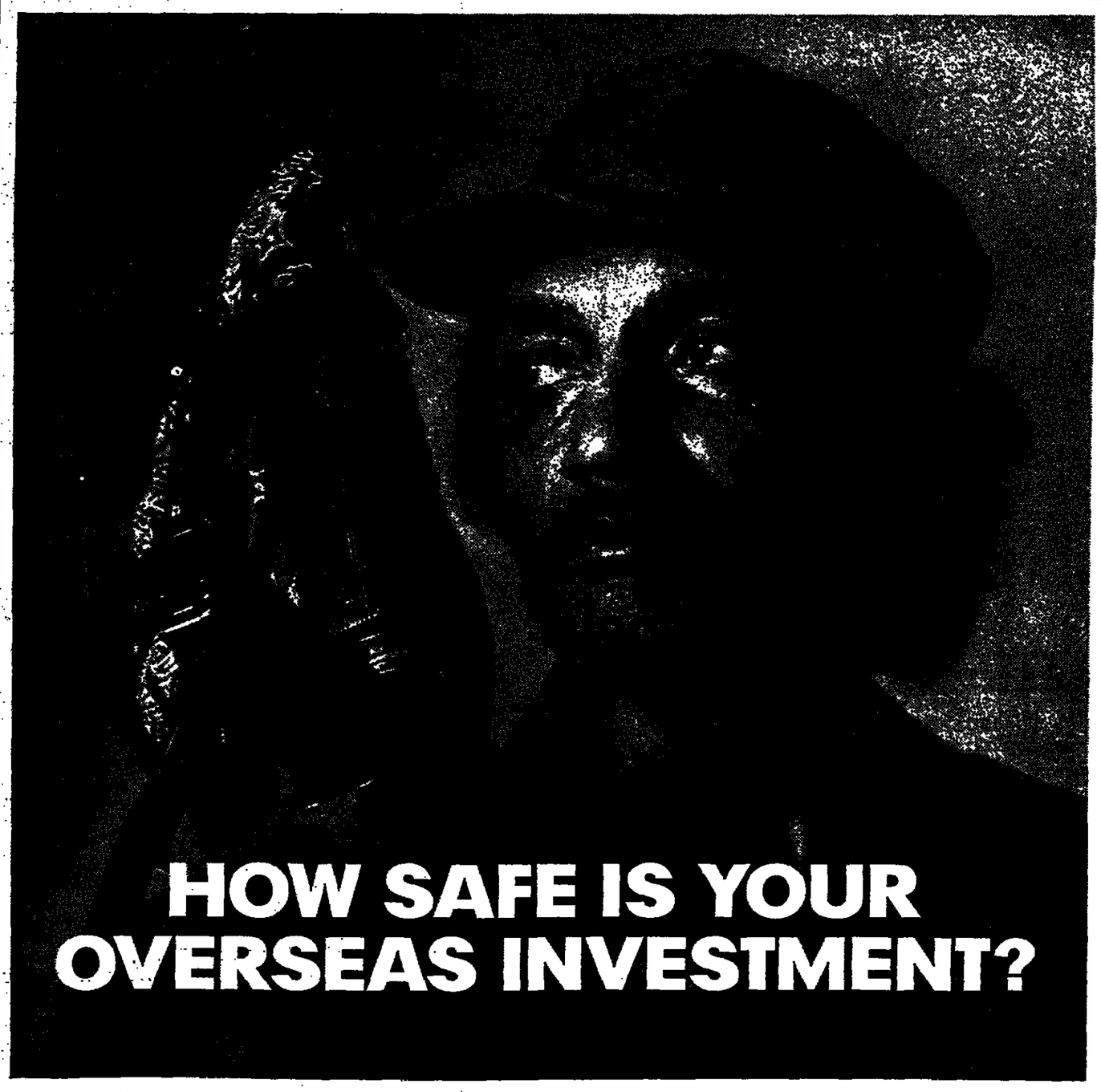
Particulars of the Debenture Stock are available in the Statistical Services of Extel Statistical Services Limited. Copies of the Listing Particulars relating to the Company may be obtained during usual business hours up to and including 17th June, 1986 from the Company Announcements Office of The Stock Exchange and up to and including 27th June, 1986 from:

Banque Paribas
68 Lombard Street
London EC3V 1EH

James Capel & Co.
James Capel House
PO Box 551
6 Bevis Marks
London EC3A 7JQ

13th June, 1986



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BEFORE THE DEPARTMENT OF INSURANCE STATE OF CALIFORNIA

In the Matter of the Application of
MISSION AMERICAN INSURANCE COMPANY
California
For a Permit to Issue Surplus Notes

NOTICE OF PUBLIC HEARING
(File No. SF 1568)

You are hereby notified that a public hearing will be conducted before the Department of Insurance, State of California, at 100 Van Ness Avenue, 15th Floor Hearing Room, San Francisco, California, 94102, on the 30th of June, 1986, at the hour of 10.00 a.m. (or at such adjourned time or times as may be ordered without further notice given). Petitioner will be present at the hearing and will present evidence to satisfy the Insurance Commissioner that it meets the requirements of law entitled it to a Permit. Any person may appear in person or by duly authorised attorney, to support or oppose such petition or present evidence as to whether the Permit should be issued, to determine whether or not the Petitioner herein, MISSION AMERICAN INSURANCE COMPANY, pursuant to the provisions of Section 838.5 of the California Insurance Code, should be granted a Permit to issue surplus notes to those persons or entities set forth in those agreements attached to the petition as exhibits.

DATED: June 3, 1986

Insurance Commissioner of
BRUCE A. BUNNER
the State of California

Raleigh plans to ride into the biggest cycle market

RALEIGH, the UK company that took the bicycle to the British Empire in the early part of this century, is now seeking to break into the biggest market in the world – China, **Arthur Smith** writes. "They make 28m bikes a year. It is the main form of transport," enthuses Mr Eric Thomas, commercial director of Raleigh International.

The company will offer the same style of cycle that has proved so successful in the developing nations. It is given the unofficial name of The Donkey because it is regarded as a beast of burden; instead of riding the cycle, an owner is just as likely to place a bale of straw on the saddle and push.

Mr Thomas says: "You only have to stand by the wide roads around Peking to see the potential – 90 per cent of the traffic is bikes." He leaves for China next month with the aim of negotiating a contract under which Raleigh would sell its expertise in design, manufacture, sales and marketing. Assembly of 3m Raleigh cycles a year in China is seen as "realistic."

Raleigh has long had its eyes on the China market, but it is only in recent years that the possibility of a trade deal has opened up. Competition for business is fierce with the main cycle assemblers from the US and Europe also seeking a presence.

But Mr Thomas believes that Raleigh will be first. After introductions made in China over the past year, a seven-man delegation from a province in the south of the country spent two days last week inspecting Raleigh's production facilities at Nottingham. Success in China would be only the latest in a string of deals concluded recently by Raleigh with countries including Mexico, Indonesia, Zimbabwe, Pakistan and Venezuela.

Raleigh International was set up in 1979 with the aim of holding, regaining or winning markets that would otherwise be lost because of factors such as tariff barriers, currency difficulties or local manufacturing requirements.

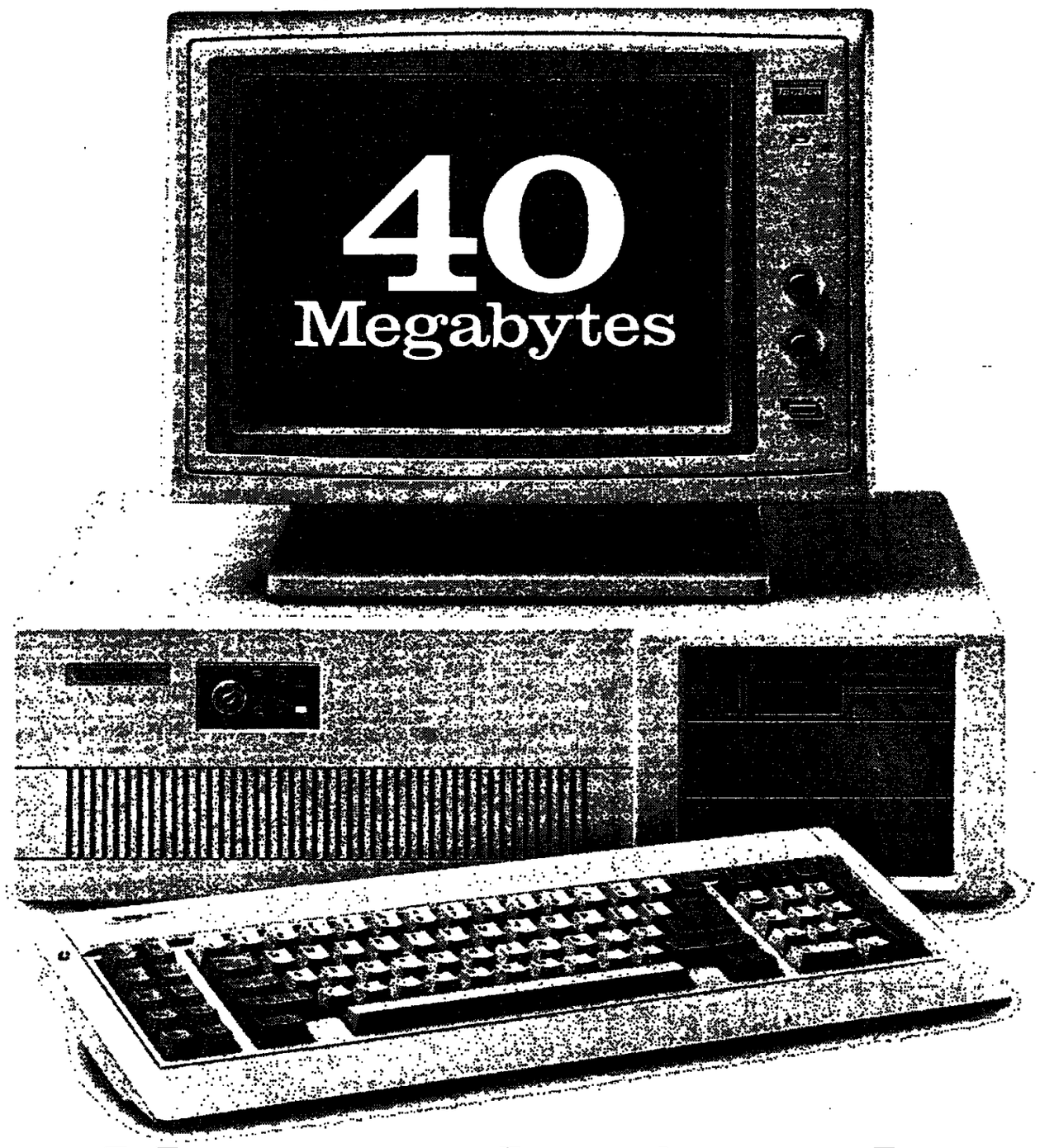
The role of the international company is to seek business in all markets that cannot be served through direct exports from TI Raleigh, the manufacturing company, at Nottingham

The Nottingham factory is pushing through radical changes in production methods and work practices. Annual output, at about 1m, is half the level of a few years ago. Production has been cut as sales have been squeezed under the pressure of high interest and exchange rates and the loss of direct exports to the traditional markets of the Third World.

By contrast, Raleigh International, in the period in which UK manufacture has been shrinking, has been growing. The company now operates in 26 countries either through fully or partly-owned subsidiaries or licensees.

TI does not give a breakdown of profitability within the Raleigh group, but the international company is thought to have expanded trading profit from some £1.5m in its first year of operation in 1979 to about £5m.

The New £2,995 Tandon PCA-40.



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Accountant to press tin traders' claims

BY JOHN GRIFFITHS

MR MICHAEL ARNOLD, the senior partner of accountants Arthur Young who acted as receiver of the National Union of mineworkers' sequestrated assets, is to lead a tin traders' group set up to try to recover funds they allege they are owed as a result of the collapse of the International Tin Council (ITC).

The group of 11 traders are seeking £300m in compensation from the Government and other ITC members arising from the collapse of the ITC last year with debts of £900m.

The appointment of such a prominent figure as Mr Arnold represents the latest step in a publicity campaign by the group to focus attention on its grievances. Other actions have included the hiring of a public relations agency, Broad Street Associates, and another agency, GJW Government Relations, as consultants in its lobbying of Government.

Mr Arnold is expected to explore a number of possible avenues for redress, including legal action, on behalf of the group, which has given itself the name of Tinco Realisations.

His appointment also follows publication last week of the House of Commons trade and industry select committee report to the Government on the ITC collapse and its aftermath.

Tinco is expected to make maximum efforts to publicise its case between now and a Commons debate

Company Notices

Ford

BEARER DEPOSITARY RECEIPTS

On 10 April 1986 the Ford Motor Company declared a 3 for 2 STOCK SPLIT in the form of a 50 per cent STOCK DIVIDEND on the Capital Stock of the Company to Stockholders of Record 2 May 1986.

BDRs representing UNITS of 1/20th of a full common share in the denominations of 1; 5; 10; 50; 100; and 500 will be available for distribution about 16 June 1986.

The Board of Directors also declared a CASH DIVIDEND of 82.5 cents (gross) per share, on the Company's Common Stock outstanding prior to the STOCK DIVIDEND.

Accordingly, in respect of the Bearer Depositary Receipts the following distribution will become payable on or after 16 June 1986.

Gross Distribution per Unit	4.12500 cents
Less 15% USA Withholding Tax	0.61875 cents
	3.50625 cents
Converted at 1.52	= £0.023067434

Claims should be lodged with the DEPOSITARY: National Westminster Bank PLC, Stock Office Services, 3rd Floor, 20 Old Broad Street, London EC2N 1EJ.

In addition to the usual form for claiming cash, a special form exists for claiming stock. Both forms should be completed and are obtainable from the above address.

United Kingdom Banks and Members of the Stock Exchange should mark payment of the 'STOCK AND CASH' dividends in the appropriate square on the back of the certificate.

All other claimants must complete the special forms and present these at the above address together with the certificate(s) for marking by the National Westminster Bank PLC. Postal applications cannot be accepted.

Date: 9 June 1986

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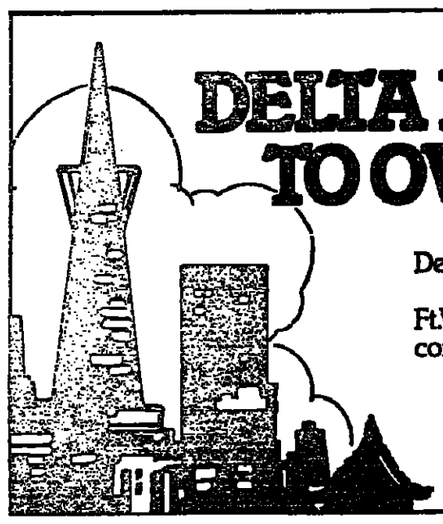

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"We regard the Cargo as a very reliable vehicle," says Marson, "It has to be. We don't carry spare trucks, and we can't afford to miss a delivery.

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We see reliability and quality as advantages of The Boots Company and we demand them of the tools we use.

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Ford

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K-Mart (Australia) Finance Limited

9% Debentures

NOTICE OF REDEMPTION

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Indenture dated as of July 1, 1976 (the 'Indenture'), between K-Mart (Australia) Finance Limited, a Bermuda limited company (the 'Company') and The Royal Bank and Trust Company, a New York corporation, as Trustee, $1,101,000 aggregate principal amount of the Company's 9% Debentures issued and outstanding under the Indenture (the 'Debentures') will be redeemed through operation of the sinking fund provided for in the Indenture on July 1, 1986 (the 'Sinking Fund Redemption Date') at 100% of such principal amount ('the Redemption Price') together with accrued interest to the Sinking Fund Redemption Date.

The serial numbers of the particular Debentures of $1,000 denomination to be redeemed are as follows:

M1	1440	2259	3826	6581	9034	10278	12282	13784	16331	20315	23062	25662	28516	32953
2	1470	2260	4041	6586	9035	10288	12292	13785	16388	20340	23133	25759	28565	33011
3	1481	2261	4088	6627	9036	10333	12318	13786	16411	20349	23219	25788	28573	33019
4	1524	2262	4109	6661	9037	10403	12343	13787	16491	20362	23234	25834	28595	33021
5	1540	2263	4125	6729	9038	10431	12373	13788	16593	20586	23286	25850	28597	33022
6	1724	2264	4134	6774	9039	10442	12436	13789	16628	20615	23364	25885	28674	33031
7	1754	2265	4204	6815	9040	10471	12489	13790	16645	20652	23303	25976	28754	33100
8	1795	2266	4220	6822	9041	10501	12526	13791	17684	20653	23311	26400	28814	33127
9	1807	2267	4278	6825	9042	10506	12536	13792	17695	20655	23317	26409	28846	33161
10	1813	2268	4364	6838	9043	10521	12542	13793	17697	20718	23359	26417	28862	33187
41	1828	2269	4380	6894	9044	10533	12547	13794	17708	20733	23461	26501	28948	33188
54	1839	2270	4421	6950	9045	10556	12550	13864	17728	20755	23491	26514	28957	33247
55	1840	2271	4441	7070	9046	10568	12553	13882	17741	20767	23492	26540	28971	33254
56	1846	2272	4550	7151	9047	10611	12554	13906	17743	20830	23503	26543	29023	33262
57	1875	2273	4632	7155	9048	10621	12634	13967	17755	20842	23504	26596	29044	33305
58	1883	2274	4656	7191	9471	10724	12646	13972	17857	20869	23517	26646	30105	33328
59	1891	2275	4675	7210	9516	10771	12649	14017	17971	20890	23551	26685	30150	33405
60	1898	2276	4743	7229	9517	10781	12671	14063	17993	20901	23574	26697	30182	33417
61	1924	2277	4754	7239	9518	10797	12683	14120	18007	20916	23665	26698	30191	33469
62	2148	2278	4763	7246	9519	10810	12684	14123	18077	20960	23677	26723	30263	33491
63	2153	2279	4829	7282	9520	10943	12685	14133	18084	20991	23693	26741	30337	33495
64	2198	2280	4838	7366	9663	10945	12686	14172	18207	21026	23731	26796	30374	33514
65	2207	2281	4855	7470	9674	10950	12687	14220	18235	21040	23780	26804	30431	33518
67	2208	2282	4868	7477	9788	10988	12688	14236	18280	21043	23880	26820	30665	33529
68	2209	2283	4895	7616	9879	11006	12689	14253	18297	21070	23902	26852	30699	33565
69	2210	2284	4967	7694	9888	11032	12690	14261	18448	21073	23932	26864	30725	33610
70	2211	2285	4976	7700	9953	11045	12691	14280	18458	21151	23937	26872	30736	33664
71	2212	2286	5014	7710	9999	11114	12692	14288	18469	21197	23987	26915	30863	33849
72	2213	2287	5046	7711	10000	11129	12693	14314	18470	21227	24006	26921	30865	33916
73	2214	2288	5079	7736	10001	11134	12694	14333	18478	21256	24174	26976	30894	33934
74	2215	2289	5102	7750	10002	11149	12695	14420	18503	21328	24195	26996	30944	33983
75	2216	2290	5112	7834	10003	11155	12696	14474	18523	21336	24205	27050	31015	34020
76	2217	2291	5145	7835	10004	11173	12697	14480	18543	21352	24206	27108	31037	34038
77	2218	2292	5146	7889	10005	11202	12698	14528	18624	21454	24215	27116	31244	34074
78	2219	2293	5154	7931	10006	11235	12740	14534	18905	21501	24227	27156	31250	34086
79	2220	2294	5162	7947	10007	11236	12783	14546	18934	21547	24233	27192	31262	34111
80	2221	2295	5249	7986	10008	11248	12811	14658	18935	21573	24276	27300	31284	34121
81	2222	2296	5267	8016	10009	11287	12926	14679	18974	21665	24310	27354	31360	34602
82	2223	2297	5325	8071	10010	11299	13007	14727	19078	21698	24346	27389	31392	34630
83	2224	2299	5342	8073	10011	11395	13015	14872	19103	21831	24425	27436	31396	34640
84	2225	2377	5358	8101	10012	11428	13330	14917	19133	21855	24429	27450	31397	34647
85	2226	2426	5439	8116	10013	11437	13313	14988	19196	21860	24475	27499	31451	34658
86	2227	2506	5446	8298	10014	11444	13634	15006	19243	21926	24544	27501	31471	34717
87	2228	2520	5521	8354	10015	11478	13694	15025	19261	21927	24594	27602	31509	34725
88	2229	2524	5550	8414	10016	11484	13754	15053	19285	22002	24606	27631	31539	34728
161	2230	2555	5561	8441	10017	11496	13755	15058	19337	22123	24607	27632	31555	34755
212	2231	2636	5633	8443	10018	11543	13756	15145	19354	22128	24657	27657	31720	34773
249	2232	2673	5644	8494	10019	11544	13757	15208	19373	22197	24673	27766	31731	35014
309	2233	2679	5765	8578	10020	11547	13758	15255	19427	22214	24687	27772	31734	35034
478	2234	2748	5768	8583	10021	11568	13759	15547	19580	22285	24729	27806	31847	35035
494	2235	2774	5787	8661	10022	11580	13760	15594	19582	22349	24807	27828	31859	35133
502	2236	2776	5792	8761	10023	11592	13761	15595	19587	22364	24809	27873	31881	35190
566	2237	2794	5854	8825	10024	11611	13762	15596	19605	22425	24834	27881	31932	35248
600	2238	2806	5859	8878	10025	11618	13763	15597	19663	22451	24897	27960	31958	35267
711	2239	2853	5937	8906	10026	11634	13764	15598	19693	22488	24978	27980	31961	35268
750	2240	2854	6005	8974	10027	11697	13765	15599	19709	22538	24985	28043	31962	35426
764	2241	2861	6049	8999	10028	11739	13766	15600	19724	22641	24996	28068	32232	35432
778	2242	2932	6075	9017	10029	11841	13767	15601	19728	22693	25000	28082	32309	35584
808	2243	2944	6078	9018	10030	11890	13768	15602	19761	22706	25017	28110	32337	35592
913	2244	3229	6096	9019	10031	11955	13769	15603	19772	22719	25028	28125	32336	35603
929	2245	3270	6132	9020	10032	11995	13770	15604	19830	22733	25061	28170	32393	35678
986	2246	3299	6156	9021	10033	12011	13771	15605	19899	22743	25077	28217	32420	35712
996	2247	3356	6197	9022	10034	12021	13772	15606	20003	22748	25109	28259	32456	35743
1017	2248	3373	6207	9023	10035	12037	13773	15607	20005	22784	25181	28270	32470	35744
1176	2249	3442	6274	9024	10094	12058	13774	15608	20013	22866	25193	28292	32578	35779
1280	2250	3443	6284	9025	10097	12078	13775	15609	20016	22884	25241	28310	32606	
1294	2251	3472	6308	9026	10118	12120	13776	15619	20076	22902	25282	28323	32711	
1335	2252	3531	6321	9027	10148	12143	13777	15627	20104	22914	25289	28348	32717	
1339	2253	3622	6353	9028	10167	12178	13778	15633	20128	22936	25322	28406	32763	
1370	2254	3679	6453	9029	10173	12185	13779	15653	20134	22989	25370	28416	32766	
1380	2255	3705	6455	9030	10183	12237	13780	15658	20181	22994	25383	28436	32836	
1396	2256	3715	6496	9031	10216	12247	13781	15660	20207	22997	25446	28450	32844	
1422	2257	3787	6502	9032	10250	12269	13782	15671	20224	23001	25546	28466	32887	
1433	2258	3794	6567	9033	10274	12270	13783	16320	20228	23016	25624	28483	32927	

The Redemption Price for the Debentures specified above will become due and payable and, upon presentation and surrender of such Debentures will be paid on and after the Sinking Fund Redemption Date at any of the following offices of the Company's paying agents: the Corporate Trust Operations of Morgan Guaranty Trust Company of New York on the 13th floor, 30 West Broadway, New York, N.Y. 10015, United States of America, the main offices of Morgan Guaranty Trust Company in Brussels, Belgium, Frankfurt am Main, West Germany, London, England and Paris, France, of Morgan Bank Nederland, N.V. in Amsterdam, The Netherlands, of Banque Generale du Luxembourg S.A. in Luxembourg, Luxembourg and of Union Bank of Switzerland in Zurich, Switzerland. On and after the Sinking Fund Redemption Date, interest on the Debentures to be redeemed will cease to accrue.

Coupons due on July 1, 1986 should be detached and presented for payment in the usual manner.

NOTICE TO ALL HOLDERS

Debentureholders are reminded that commencing July 1, 1986 they have the option to vote to extend or redeem their debentures. In connection with this election, an information booklet dated January 27, 1986 was released in mid-February. A FURTHER INFORMATION LETTER IS TO BE ISSUED ON OR ABOUT MAY 19, 1986 AND WILL BE AVAILABLE AT THE OFFICES OF THE PAYING AGENTS LISTED ABOVE AND THE OFFICES OF THE STOCK TRUSTEE AND INDENTURE TRUSTEE GIVEN BELOW:

Stock Trustee
RoyWest Trust Corporation
(Cayman) Limited
West Bay Road
Grand Cayman
British West Indies

Indenture Trustee
The Royal Bank & Trust Company
68 William Street
New York, New York 10005
Attention: Corporate Trust Dept.

K-Mart (Australia) Finance Ltd.
By The Royal Bank and Trust Company
New York, as Indenture Trustee

May 15, 1986

THE WEEK IN THE COURTS

French turkey case provides a pointer

THE GOVERNMENT may be very keen, as this column reported last week, to persuade the Court of Appeal to reverse the recent decision of Mr Justice Hodgson in which the *judge held, innovatively,* that the courts do have jurisdiction to grant the citizen interlocutory or final injunctions in cases where the actions of administrators in central government are being challenged.

However before the Govern*ment's lawyers leap into the* fray, they may see some advantage in acknowledging that, exceptionally, the Crown should be subjected to an injunction pending the final determination of an issue between the Crown and the citizen.

By being told to stop what it is doing unlawfully the Crown may actually save large sums of money in damages if at trial it is held to have exceeded its statutory powers.

The argument that there *is* now in the field of public law an effective remedy against the Crown, other than a claim for damages, may promote power*fully the settlement of a case* that is currently awaiting a House of Lords hearing.

Bourgoin S.A. and others v Ministry of Agriculture, Fisheries and Food [1985] 3 WLR 1027 is known as the French turkey case. Bourgoin produces frozen turkeys and turkey parts in France, and had been importing them into the UK for sale and distribution during the late 1970s under a general licence granted by the Ministry of Agriculture, Fisheries and Food.

In September 1981 the ministry, purporting to act in the interests of preventing the spread of Newcastle disease, a contagious disease affecting poultry, revoked the licence and replaced it with one that had the effect of prohibiting the importation of turkeys and turkey parts from France.

In the English courts Bourgoin established its *right to* claim damages

The case was taken by the EEC Commission to the European Court of Justice, where it was held in July 1982 that the UK's withdrawal of the licence had contravened article 30 of the EEC Treaty, which guarantees the free movement of goods within the Common Market. The ministry then *issued a licence which per*mitted the resumption of such importation from November 1982.

Had the French producer been able to obtain an injunction against the Crown in September 1981 the Crown might have been spared the possibility of having to pay damages for the period July to November 1982. Instead Bourgoin had to issue a writ claiming damages, alleging that the withdrawal of the licence and the Ministry's refusal to permit turkey imports had caused it substantial losses.

If Bourgoin had started its *action in the English courts* in September 1981, instead of leaving the EEC Commission to bring the case to Luxembourg first, and if an English court had granted an interlocutory injunction pending the determination of the issue before the European Court of Justice, the Crown might have saved itself the risk of an award of even larger damages.

When the case came to the English courts Bourgoin succeeded in establishing its right to claim damages. Mr Justice Mann noted the frailty of the remedy of declaration against the Crown—namely, that the court could not grant an interim declaration and was also debarred (as he found, traditionally) from granting any injunctive relief.

He therefore concluded that the only effective remedy available to the citizen who suffered losses as a result of the Govern*ment's breach of its duty under* EEC law was to be awarded damages.

Had Mr Justice Mann adopted the course taken by Mr Justice Hodgson, he would almost certainly have decided that the Government was entitled to argue that there was an effective alternative remedy available to Bourgoin. As the case for challenging the Government's action in withdrawing the licence in September 1981 was in the field of public law, *that would have been the* appropriate route for Bourgoin to have taken.

When the case came before the Court of Appeal last summer the debate was between the exclusivity of an application for judicial review for a declaration that the Government had *acted beyond its legal powers,* and the right to bring an action by writ for damages for breach of statutory duty.

Courts have power now to grant interlocutory injunctions in exceptional cases

The majority of the court (Lords Justices Parker and Nourse) held that a breach of article 30 would give rise only to the procedure of judicial review, a declaration as to the invalidity of the measure of September 1981 constituting the breach, but would not give rise to a claim from damages.

The reasoning for that finding was that the challenge to the administrative action was to be *regarded as one that affected* the nature of the making of the invalid order, or one made in excess of power.

In short, the challenge fell within the scope of public law and outside private law.

Lord Justice Oliver (as he then was) held that once parliament had accepted, as a *matter of policy,* the principle that the jurisprudence of the EEC is to be received and applied by English law, the enforcement of rights established in Europe should be fully extended to national courts in accordance with the opinion of the European Court.

That legal debate could reasonably be decided either way in the House of Lords. Accordingly, the two sides have *been negotiating to settle* the claim.

For the purposes of those negotiations the government lawyers might conveniently point out to Bourgoin's lawyers that, because there was an effective remedy available to Bourgoin other than a claim *for damages, the attempt* to reverse the Court of Appeal's decision and reinstate the decision of Mr Justice Mann is unlikely to meet with success.

It may be that when those same government lawyers come to consider the Crown's stance in relation to the judgment of Mr Justice Hodgson, they will have second thoughts. Better to leave the state of the law as it is, secure in the knowledge that, while the courts do have power to grant interlocutory injunctions in public law cases, they will exercise that power only in exceptional cases. The French turkey case might have been just that exceptional instance.

Justinian

INSURANCE

Conflict of views over future structure of Lloyd's

John Moore reports on how the size of operators in an insurance market may change

NEW EVIDENCE that the structure of the Lloyd's insurance market is changing emerged last week with the news that the number of underwriting agencies operating in the market is likely to fall.

Mr Alan Lord, Lloyd's chief executive, said the number of underwriting agencies operating at Lloyd's might be about 240 in the future compared with the 338 that have operated in the market in the past. He said it was unlikely that very large or "mega agencies" would be created by the changes.

Mr Ian Hay Davison, the former chief executive of Lloyd's, expressed a rather different view at a London confrence last week. "The likeli*hood of a further concentration* of underwriting power at Lloyd's in the hands of a few large agencies must be a reasonable anticipation over the medium to long-term."

The regrouping of the agency system at Lloyd's represents the biggest structural upheaval in the market's history. The changes have been caused by the 1982 legislation requiring insurance brokers at Lloyd's to sever their shareholding links with managing agency companies, which run underwriting syndicates at Lloyd's by the middle of next year.

The objectives of this divestment legislation, adopted at the insistence of parliament, were:

- To remove conflicts of interest existing between the 265 Lloyd's brokers, which buy insurance on behalf of clients, and the agents, which run syndicates, and which in turn sell insurance.
- To ensure that Lloyd's retained its market identity rather than becoming a broker-managed underwriting pool.
- To provide enough checks and balances in the structural relationships between brokers and underwriters to protect the underwriting members, who are grouped into syndicates, from abuses.

In all 114 agency companies at Lloyd's were faced with a divestment problem. They managed 308 syndicates, accounting for 71 per cent of the total underwriting capacity. The bulk of the affected agencies have already completed divestment from insurance brokers.

So far 162 agencies within the market have re-registered as part of raised standards set by Lloyd's to improve capital adequacy of underwriting agents, the underlying quality of management, and to ensure that the new ownership rules are observed. The number registered is expected to rise to 240.

Mr Davison agreed with Mr Lord when he said many dropping out represented either the termination of shell agencies, the results of mergers or a general tidying up of corporate structures.

In drawing up rules for the market's divestment programme *Lloyd's has insisted that the* management power of the agency system resides with those who work in the market. This has deterred outside capital from coming forward to invest in the agency system and divestment has been achieved largely through management buy-outs.

This has placed the agencies under pressure as they have looked to find the necessary management skill and the finance to satisfy Lloyd's requirements. This in turn has led to mergers between agencies with the result that a handful are becoming more powerful.

At the same time the brokers still retain considerable influence in the underwriting fortunes of the market. The brokers are allowed to own agencies which introduce new members to Lloyd's. According to Mr Davison, of the 10 largest members agencies at Lloyd's, which together account for 33 per cent of the market capacity, seven, accounting for 21 per cent, are broker controlled.

"Although formally separated," said Mr Davison, "the brokers are not without influence." He argued that the refusal of the Lloyd's ruling council to countenance a formal limitation of the size of a broker member agents' share of any *syndicate, which was considered,* means that the threat to withdraw members from that syndicate, and therefore capacity, "can be a potent one."

The financial weakness of some agents, no longer backed by a powerful broking parent, "must mean that they are less well able to withstand broker pressure, should it ever be supplied.

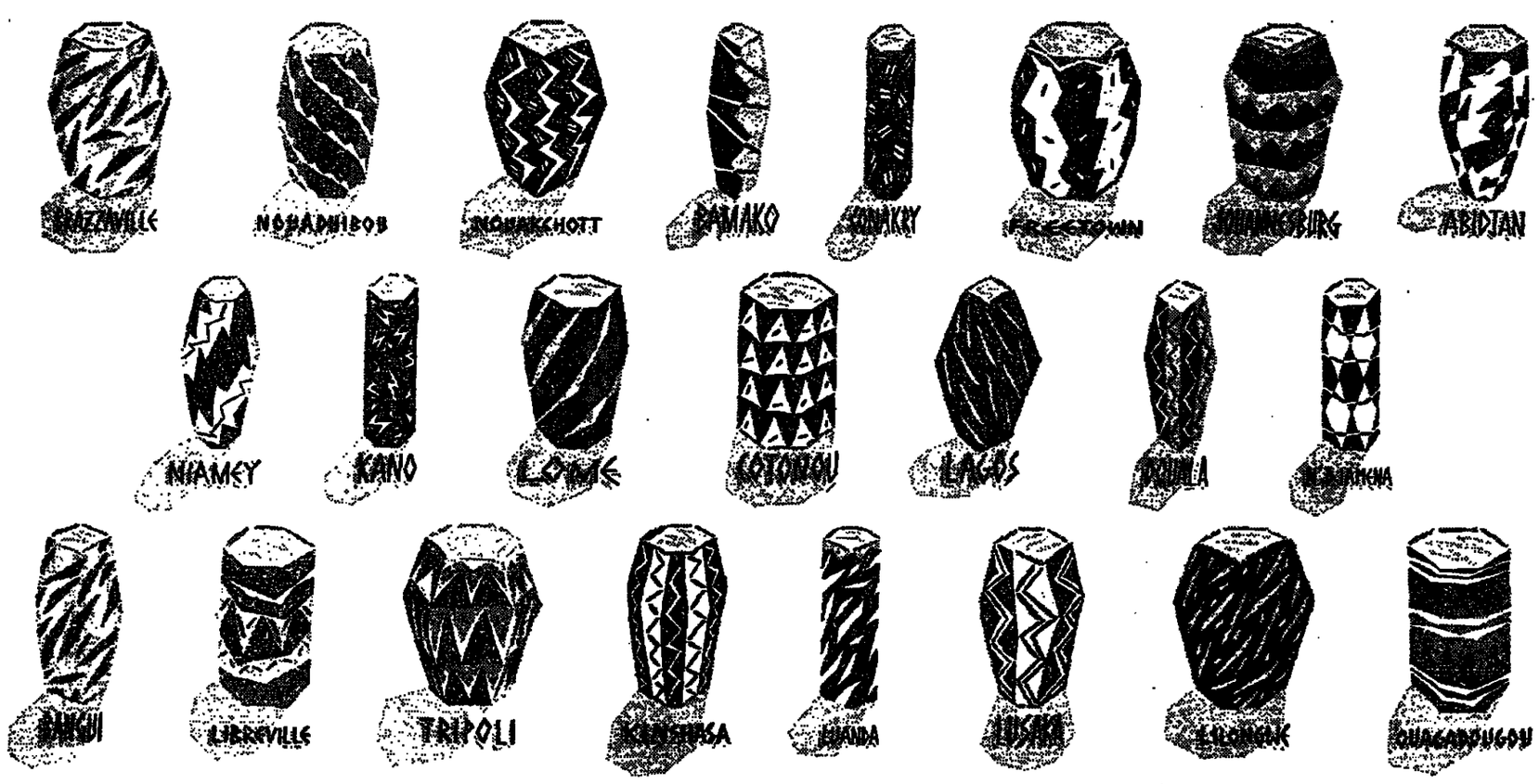
"Although divestment is, of itself, a perfectly proper policy it does not attack the real problem: the abuse of the interests of the names (the underwriting members) by their agents," said Mr Davison.

The divestment issue *ignored* a problem which surfaced after the Lloyd's legislation was passed. Late in 1982 it emerged that a few agents had *plundered the funds of their* underwriting members and had put their own interests as agents, according to Mr Davison, "improperly ahead of their duties to their names."

Ian Hay Davison: "further concentration likely"

A few agencies are becoming substantial business operations. Some are seeking stock market listings. Already there has been considerable discussion in Lloyd's of how the interests of shareholders and the interests of underwriting members of an agency, which are not identical, can be reconciled without creating further tensions which could lead to abuse.

Ironically, legislation which was designed to curb abuses in *the Lloyd's market, and pro*tect Lloyd's as a market place, may have created a wide range of future problems.



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BZW

BARCLAYS de ZOETE WEDD

In a further move towards the establishment of Barclays new international investment bank – Barclays de Zoete Wedd – the following companies will change their names from 16th June:

Barclays Merchant Bank Limited
becomes
Barclays de Zoete Wedd Limited
Telephone: 01-623 2323
Telex: 8812124 BZW G
Facsimile: 01-623 6075

Barclays Investment Management Limited
becomes
Barclays de Zoete Wedd Investment Management Limited
Telephone: 01-248 9155.
Telex: 887521 BARTST G
Facsimile: 01-248 1180

Barclays Property Investment Management Limited
becomes
Barclays de Zoete Wedd Property Investment Management Limited
Telephone: 01-248 9155
Telex: 887521 BARTST G
Facsimile: 01-248 1180

Barclays Futures Limited
becomes
Barclays de Zoete Wedd Futures Limited
Telephone: 01-626 0588
Telex: 892667 BZWFUT G
Facsimile: 01-626 0588
ext. 8377

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INTERNATIONAL APPOINTMENTS

Heads of linked interests at Wartsila and Valmet

BY ANDREW FISHER

WARTSILA AND VALMET, the Finnish companies which are to merge their shipbuilding and paper machinery interests, have named the two men who will head the new operations. One is from outside, the other already an executive with Valmet.

Mr Pekka Laine, 49, has been appointed as managing director of the shipbuilding company. His background is chiefly in the paper and furniture industries.

Wartsila, a quoted company, will have a 70 per cent stake in the shipbuilding operation, which is being formed to combine the resources of the two groups at a time of severe crisis in world shipbuilding.

Finland has survived the worst of the crisis by specialising in cruise, ice-breaking and other ships. But the Soviet Union, its major customer, is being hit by lower oil prices and other countries are competing harder for orders.

Mr Laine, now managing director of the Tervakoski paper company, will take up his new post on September 1. With shipyard order books shrinking, the companies have said their joint workforce in the sector will fall by some 4,000 to 6,000 in the next few years.

The paper machinery sector, by contrast, is expanding, with the amalgamation aimed at increasing the companies' thrust in world markets. Appointed to run the new company, of which state-owned Valmet will own 65 per cent, is Mr Jori Pesonen, 60, already chief executive of Valmet's paper machinery group.

Mr Tor Stolpe, president of Wartsila, will be chairman of the new shipbuilding company, while Mr Matti Kankaanpaa, president of Valmet, will chair the paper machinery operation.

New chairman for White Consolidated

MR ANDERS SCHARP, president and chief executive of Electrolux, the Swedish durable goods manufacturer, is to succeed Mr Ward Smith as chairman of White Consolidated Industries, the Ohio-based home appliances concern, on July 31, reports AP-DJ from Stockholm.

The Swedish group this year purchased White, for $743m. in a move that makes the Swedish concern the largest white goods company in the world.

Mr Smith, who will continue as a consultant to White, said that his retirement "should in no way suggest that I have anything but the highest regard for the Electrolux management." His decision had been taken for personal reasons.

Mr Donald C. Blasius is to continue as chairman and chief executive at White's home products group, and Mr John B. Schulze president of the industrial products division.

New York SEC move

MR IRA LEE SORKIN, the director of the New York Office of the Securities and Exchange Commission, the US regulatory agency, has announced that he plans to step down on September 30 to return to private legal practice, after two years with the Commission.

Mr Sorkin is to join the private firm of Squadron Ellenoff, Plesent and Lehrer to concentrate on civil and criminal litigation.

Move at American Can

MR HOWARD LOMAX, chief financial officer of American Can (UK) at Congleton, Cheshire, since 1980, has been appointed vice-president finance, food/general and meat packaging for American Can Company in Greenwich, Connecticut. American Can has interests in financial services and retailing, as well as packaging.

He is succeeded as finance director of American Can (UK) and its TRIFID Software subsidiary by Mr Bob Speight, 36.

He succeeds Mr Harvey Rosenfeld, who is now president of John Brown Engineers and Constructors in the US, but who remains an executive member of the board of the Dutch offshoot.

* * *

MR AAD DE RUYTER has been appointed managing director of John Brown Engineers and Constructors of the Netherlands. The company is part of the UK engineering group of the name. It provides engineering and construction service for the energy, polymer, pharmaceutical, food and chemical industries.

Mr de Ruyter was before joining John Brown in 1984 managing directors of NEM, the Dutch construction company.

* * *

SALOMON BROTHERS, the Wall Street securities house, has announced that Mr Jean-Charles Michel Guité has joined its stock research department as a vice president covering telecommunications equipment.

* * *

DIE ERSTE Oesterreichische Spar-Casse-Bank, Vienna, has appointed Mr Gyles Cooper representative and general manager of its office in London, the opening of which, on a representative basis, has lately been announced.

The office is the third of its kind opened by the bank, otherwise known as First Austrian Bank, coming after those in Sydney, Australia, and Vicenza, Italy. Mr Cooper has joined the bank from the Chemical Bank International, which has a New York base.

Senior changes at Israeli Bank

BY LYNNE RICHARDSON IN TEL AVIV

FIRST INTERNATIONAL Bank of Israel, which recently changed hands, has announced moves in its senior management.

Mr Zadik Bino, who has been managing director since 1980, becomes chairman, and his place is taken by Mr Shalom Singer. At 40, Mr Singer will be the youngest chief executive in Israeli banking.

A 51 per cent stake in FIBI was acquired in March by an American industrialist, Mr Jack Nasser, for US$21m. The bank, although small, with a total balance sheet of around US$2.3bn, has shown consistently good returns and was not involved in the share support scandal which caused the spate of recent resignations of leading bankers in Israel.

Kodak sets up new structure

By Our Financial Staff

EASTMAN KODAK, the Rochester, New York photography and chemicals concern which last autumn lost a long-lasting patent battle with Polaroid, the Massachussetts-based maker of instant cameras and film, has formed an office of the chief executive, it is announced by Mr Colby H. Chandler, who is chairman and chief executive.

Mr Chandler will be joined in the office by Mr Kay R. Whitmore, who is to continue as president and assumes the additional title of executive officer, and by Mr J. Phillip Samper, who becomes vice chairman and an executive officer.

The three are to share responsibility for the company's five main divisions and other parts of the company.

Mr Samper was previously executive president and general manager of the photographic and information management division.

Marketing jobs at McDonnell Douglas

MR VES ZOMMERS, 52, has joined the Douglas Aircraft Company division of McDonnell Douglas, the US aircraft-based group, as director of commercial marketing, Europe, and Mr Lewis V. Dileo, 59, formerly director of marketing, advanced products, has been appointed director of international marketing, South Asia.

Two other Douglas marketing directors for Europe, Mr Werner Siegenthaler and Mr James Hennessy, remain in place.

Mr Zommers has moved to Douglas from the Boeing Commercial Airplane Company, where he served for 28 years in flight training and marketing, most lately as director of marketing for central, northern and eastern Europe. The new position involves Mr Zommers supervising European commercial marketing north of Italy, as well as in Turkey and Israel.

Mr Dileo joined McDonnell Douglas in 1954 as a draughtsman. He has, latterly, served in several positions, becoming director of marketing, advanced products in 1982, and focusing on defining airline requirements for the proposed MD-11 advanced wide-cabin Tri jet. Mr William C. Messecar, 46, assumes Mr Dileo's former post.

The Private Placing having been completed, this announcement appears as a matter of record only.

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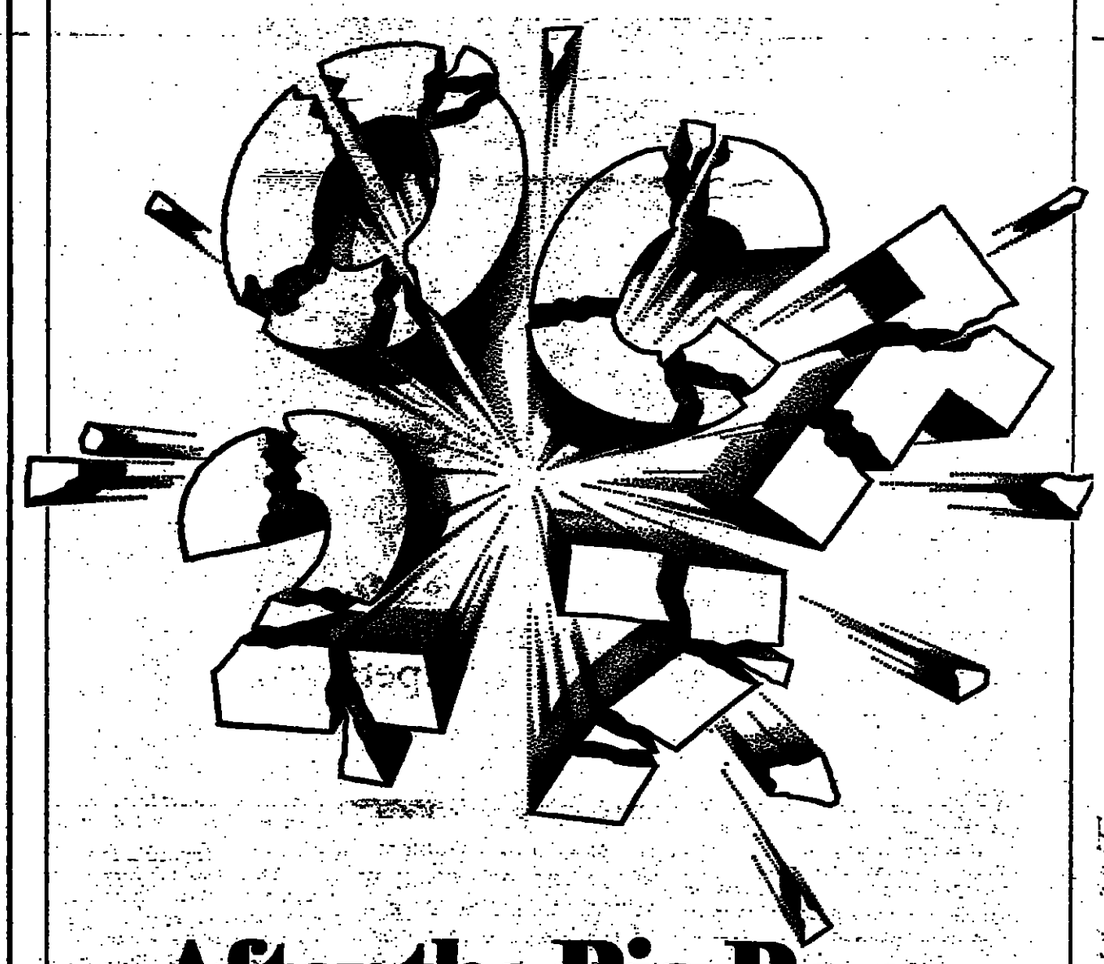

After the Big Bang

The big survey every businessman will read and keep.

On October 27th the FT will analyse a revolution–The City Revolution.

In the FT Survey, twenty specialist writers will examine and comment upon every aspect of The City Revolution: How it came about, what the changes will be, and the probable shape of things to come.

The FT's well-informed and authoritative approach will be reflected in the survey, making it one that every businessman in every company affected will read, keep and refer to again and again.

It is, therefore, an important issue for your advertising to appear in, one that will still be effective long after October 27th.

The person you should contact is Nigel Pullman on 01-248 8000.

High-flying conglomerates challenge two of Britain's engineering companies. **David Goodhart** (left) and **Charles Batchelor** report

Tomkins tries to open the valves of change

"I THINK it will be very close but we will just keep our independence," said the young production manager above the din of Pegler-Hattersley's domestic valve works in Doncaster.

The admission suggested that the dismissive attitude of his more senior colleagues to F H Tomkins "cheeky" £190m bid—which closes tomorrow—was not a true reflection of behind-closed-doors discussions in the company.

The valve and tap empire formed in 1968 by the marriage of Pegler's of Doncaster to Hattersley Brothers of Ormskirk—both established at the turn of the century—has been quaking.

"Still, I don't think there's very much more Mr Hutchings (the Tomkins chief executive) could squeeze out of us here even if he did win," he added.

It is a view which has been echoed in the City. Despite the valve maker's traditionally sleepy image and its flat profits record, the story of a newly dynamised management poised to reap the rewards of heavy capital investment has taken root.

But are those roots deep enough? Tomkins with its impressive, if short, record for improving the performance of dull companies has certainly drawn blood.

Pegler argues that because it maintained profits and dividends through the worst of the recession it has not been able to create the "bounce-back" effect. Its strategic decision to keep its concentration in valves may have been correct but the plateau upon which profits have rested for three years has not helped its reputation. Neither have several mis-timed acquisitions.

Tomkins earnings per share have grown by 33 per cent annually over the past five years—Pegler's earnings per share grew by less than 1 per cent a year in the four years to March 1985. And why, asks Mr Hutchings, when he has a 5 per cent personal stake in Tomkins does the Pegler board hold fewer than 20,000 of its company's shares?

Point scoring aside, what can Tomkins offer? Mr Hutchings makes no pretence about synergy. His is an unashamed conglomerate making fasteners, motor components, grass-cutting equipment and even safety footwear. By contrast, although Pegler is a holding company, 75 per cent of its output is valves and 90 per cent is fluid control equipment.

That does not deter Tomkins. Like us, says Mr Hutchings, they are involved in the manufacture and distribution of industrial products. Neither is size difference to be feared. Pegler has a turnover of £178m and in the year to the end of March made a pre-tax profit of £21.6m.

Tomkins in the year to the end of April 1985 made pre-tax profit of £3.52m on turnover of £35.8m. It is predicting a doubling of pre-tax profits this year to £7.1m, but is still on most counts less than half the size of Pegler.

However Pegler is a group of 22 companies and, says Mr Hutchings, only two or three of those are bigger in output and employment terms than the largest Tomkins unit.

Pegler sells 30 per cent of its turnover abroad in the more "political" industrial and commercial (as opposed to domestic) markets, Tomkins does little exporting but, says Mr Hutchings, many of his senior team have widespread international experience.

PEGLER-HATTERSLEY (To end March, 1986)

	Turnover (£m)	Profits (£m)
Building products	62	6
Valves	48	6
Industrial products	18	1
Distribution	59	4

Excludes overseas earnings

So, Pegler may be a bit bigger but it fits the Tomkins acquisition model perfectly: a steady company making mediocre profit with room for improvement and limited vulnerability (through its spread of markets).

And the key to its transformation is the Tomkins (indeed the classic mini-conglomerate) management style: decentralisation, results-related management pay systems, and tight financial control. Mr Hutchings waxes eloquent about the application of these simple ideas to the seven GKN subsidiaries acquired last year. "We went in and told the management that if they achieve X above budget then they stand to make Y in bonus and it worked. We also made them segment their markets far more carefully so they had a better idea where they were making and losing money."

There are two problems with resting so much of the Tomkins' case on its management style. The first is that Pegler has many of these familiar techniques in place already. Managers can now earn up to 35 per cent of salary from performance-related bonuses. All subsidiaries have their own boards and a fair amount of independence, they also have monthly financial reporting disciplines (although these are criticised for their woolliness by Mr Hutchings).

The second is the question of scale. It seems reasonable to assume that it is easier to provide the sort of leadership and motivation that Mr Hutchings speaks of in a relatively small company like Hayters (acquired in 1984 for £4m) or in the previously neglected subsidiaries of a very large one.

A degree of bureaucracy is inevitable in a company the size of Pegler employing 4,500 people. Tomkins may be right to stress that the problem is compounded by a hang-over from the days of "production led" management. (It is certainly the case that several of Pegler's senior managers appear to have only the haziest notion of the company's market shares—and one board member had a radically inaccurate guess at the number of redundancies the company has made over the past seven years.)

Nevertheless, the evidence does now point to a belated spurt for growth. "We are just coming good" is a familiar defensive cry during a bid but Pegler does have some of the figures to back it up.

Over the past three years it has invested just under £20m—over £5m of it in the European valve industry's first Flexible Manufacturing System. The FMS is due on stream in December after which its four supervisory workers should produce as much as 40 do currently. Robotics and CNC (computer - numerically controlled) machines have already cut a swathe through the workforce which has fallen from 7,200 in 1979 to about 4,500.

Investment alone is not enough, but the recent management changes at the very top and the new emphasis on spotting middle management talent should ensure that the investment is not wasted. With the help of Mr Richard Soper, the new marketing director, who came from Worcester Engineering, the company is also trying to prove that it can become "market led."

Mr Graham White, the managing director of the Pegler company in Doncaster, says the battle for market share is being won against the Italians and Taiwanese. "Four years ago we lost the common stop-cock to the Italians. Now people are buying it from us again," he said. Output of taps, radiator valves and compressors is 12 per cent up on last year at Doncaster.

Although four out of five homes in the UK have a Pegler-Hattersley product, the market is a static one susceptible to squeezed margins. That is forcing the company to look harder for the growth niches especially at the electronic end. It also makes innovation especially important and Pegler can boast that 25 per cent of its products are new or remodelled over the past three years.

Why, asks Pegler management, should Tomkins sweep in and scoop up all this potential improvement simply through timing its bid well? If Tomkins is committed to retaining the existing management save a few board members why not let the present team get on with it and prevent any dilution?

There is also, they add, the danger that the company's equilibrium could be harmfully disrupted by the inevitable dislocation of a takeover. And that the hefty investments and expensive specification teams vital to market leadership could be reduced by Mr Hutchings.

But the danger for Pegler is that there may be sufficient investors who feel Tomkins cannot fail to reap the rewards which are already imminent—and may just do a little better. There are already plenty of hard-core fans ready to support that view even if some privately wish Mr Hutchings had bitten off something slightly smaller before aiming for Pegler.

Gregory Hutchings: no pretence about synergy

Specialist faces an all-rounder

MR FRED SMITH, chief executive of APV Holdings, the specialist engineering group, and Mr Barrie Stephens, his counterpart at Siebe, the more diversified safety products and engineering company, are well-matched adversaries.

Mr Stephens, a stocky figure, may be more given to far-reaching visions of his company's place in the industry than Mr Smith, a crop-haired, square-shouldered Australian, but both men exude an unusual determination to succeed.

Mr Stephens's ambitions for Siebe to develop into a broadly-based engineering empire prompted a £220m bid for APV and have plunged the two companies into a hard-fought takeover campaign.

The arguments both sides have been putting forward over the past seven weeks go to the heart of a growing debate about the role of the mini-conglomerates which have been cornering a larger share of the engineering market through a series of takeover bids.

Siebe has expanded rapidly over the past five years from its base in diving and breathing apparatus. A quick-fire programme of acquisitions has brought in protective clothing, garage equipment such as lifts and lubrication gear, and power station cabling supports.

The purchase last year of Compair pushed Siebe into third place in the world league of compressor equipment makers—after Ingersoll Rand of the US and Atlas Copco of Sweden — boosting 1985-86 profits to £33m and turnover to £372m.

APV, by contrast, has concentrated to a greater extent on the brewing, dairy and pharmaceutical industries it began serving in 1910 when it was set up as the Aluminium Plant and Vessel Company. It supplies process and control equipment to the food and beverage industries and claims world leadership in homogenising equipment and in freezers and packaging machinery for the ice cream industry. After hitting a difficult patch in the early 1980s APV doubled its profits to £15m in 1985 on sales of £409m under a revitalised management headed by Mr Smith.

Siebe argues that its expertise in the control and filtration of gases and liquids would combine well with APV's capability in the fields of heat exchangers and refrigeration.

APV counters that the complex and expensive process systems it sells to the food and drink industries require a far broader range of skills and a closer relationship with the customer than Siebe's standardised engineering products.

"We employ food scientists, biochemists and metallurgists as well as about 400 graduate engineers," says Mr Smith.

Mr Stephens strongly rejects the suggestion that Siebe is in the unsophisticated end of the engineering business, pointing to a customer list similar to that of APV.

He selects three areas of "contiguity," accounting for about half of Siebe's sales, where both companies are active and which provide the industrial logic for the bid. They are:

- Filtration equipment for the food and brewing industries.
- Automation and process control equipment for continuous bottling and canning lines in the food industry.
- Energy equipment. Siebe makes compressors, dryers and purifiers supplying clean and cooled air to oil platforms, hospitals and other industrial installations. APV supplies cooling equipment to similar customers.

APV responds that the overlap in all these areas is very small and that the bulk of Siebe's customers are outside the food and drinks industries.

Mr Stephens believes that a company the size of APV is too small to take on world competition. A combined group with 1986 turnover of around £1bn would be better placed to finance research and development spending and attract skilled employees, he says.

APV replies that it is well able to look after itself in the world, despite the presence of formidable competitors such as Alfa Laval, the large Swedish maker of separators and heat exchangers, DDS, a Danish sugar processor which makes food processing equipment, and the British groups Simon Engineering and Baker Perkins.

The dairy processing industry has been hit in recent years by the imposition of EEC milk quotas but APV sees increasing world demand for processed foods and fruit juices.

Many food processors are being forced to automate their plant to cut costs and the huge US brewing industry is poised to make massive investments in more modern plant, APV believes.

In addition, changing public tastes mean as many as 2,000 new food products every year. Demand for fewer preservatives in food makes the need for efficient and hygienic food processes even greater.

APV's shareholders — many also with holdings in Siebe—face a difficult choice as they make up their minds within a fortnight or so. Siebe has earned respect in the City for the way it has integrated the companies it has acquired. Equally, APV has demonstrated that it is recovering strongly through its own efforts.

Siebe's management has a longer track record of success but the deciding factor may be the view investors take of the conglomerate—for long an unfashionable creature — and whether it appears to offer better prospects than APV's specialised approach.

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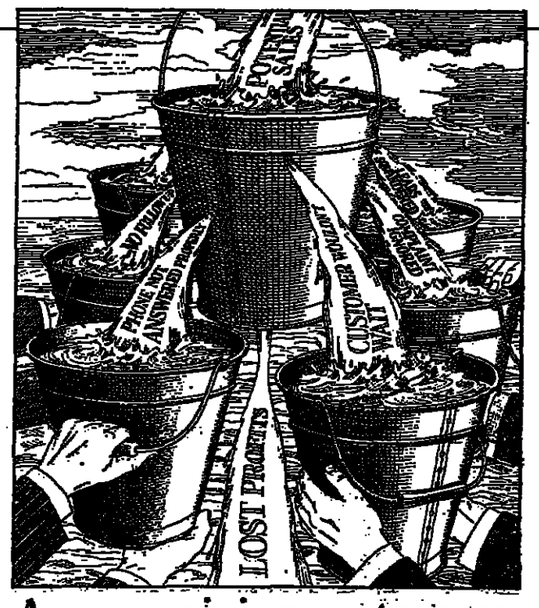


Are you giving customers away to your competitors?

HOW could we have the gall to suggest you could actually be *giving away* customers to your competitors? To answer that, may we ask a few questions?

If somebody reads your ad or sees your commercial, and they are eager to know more—*immediately*—do you make it easy for them?

If you don't, then how long will it be before they see somebody else's commercial or ad? Fall in love with a *competitor's* product—and you lose them for ever.

Once you have got a customer interested, how do you keep that interest alive? Do you do enough to discover what is going on in that customer's mind? Do you talk to that customer, find out what turns him or her on before somebody else does and capitalises on their interest?

And here's a sore topic: what if the customer wants to complain? Should you make it easy—or difficult? Well, if you believe the secret of success in marketing is keeping your customers happy, the answer is simple. You make it easy.

For example, an FMCG company discovered only 40% of dissatisfied consumers complained by mail. Those who did were generally happy with the company's response. Those who didn't were likely to cease purchasing the brand.

You probably spend more time, money and energy on advertising than ever. But when people see your ads, how easy do you make it for them to respond? And once they have responded how much do you do to retain their interest . . . and, maybe even more vital, what do you do to keep your existing customers?

A toll-free telephone number resulted in 90% of dissatisfied customers calling the company. It was more expensive. But over 90% of those callers were satisfied with the company's response and continued to purchase the brand. The logic is obvious.

The Solution

The solution to problems like this is sitting on your desk. Although it's not new, it's the fastest growing marketing tool in the world today. It is the telephone.

A recent survey indicated that telephone marketing capacity in the U.K. has more than doubled over a 12 month period. Whilst in the U.S., the telephone is now the biggest single medium with a total of $34.0 billion expended last year.

As the Financial Times observed recently: "Telephone marketing in Britain appears to be growing by leaps and bounds. At the forefront are British Telecom's inbound telemarketing service Telecom Tan and its outbound service, Telecom Telemarketing"

Here are some facts about the telephone and your customers:

1

MOST customers prefer the telephone. For instance, a theatre ticket booking agency rang their customers as part of a priority reservation programme.

Remarkable results were achieved, producing a substantial 6-figure volume of new business. The cost of that new business? Less than 5% of revenue achieved.

2

BIG mail order catalogue companies find that 70% of customers, given a choice, like to order on the phone. It's quicker, it's easier. And, telephone operators can find out more about people's needs and sell them more, once they're talking to them on the phone. We don't know of a business where this principle doesn't apply.

3

YOU should make it easy for people to talk to you because you'll learn more, and keep customers longer. Research suggests that every *dissatisfied* customer tells 11 people about the way he feels; whilst every *happy* customer only tells 3. If you make it easier for people to tell you they are not happy—and why—you can do something about it.

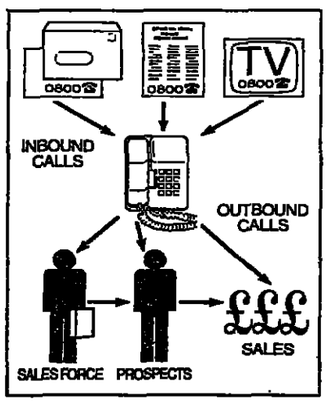
4

WHY do you lose customers? You know very well that it is much easier to keep a customer than it is to find a new one. Do you know why customers leave? Research conducted by McGraw-Hill revealed that the reason in 68% of cases was nothing to do with the quality of product or service, but quite simply that people felt "the company didn't care, and didn't communicate with them."

YOU go to great efforts to generate interest in what you sell. Advertising spending, for instance, has been rising at a disproportionate rate in recent years. Yet once that interest and enthusiasm is generated amongst the public, what happens? All too often, you do not exploit it. Sometimes in the most obvious ways.

You can liken your relationship to your customers to *marriage*. There is a courtship, leading to a sale, followed by a honeymoon. But all too many of these marriages end in divorce. But, as in real life, if you *talk* and *listen* to your customers, that marriage will last longer.

And the telephone is such a powerful instrument for doing this—more powerful and personal than Direct Mail, yet far less expensive than the only other alternative, the salesman.



The telephone should be a central element in your marketing mix.

Telecom's commitment to marketing

Here at British Telecom we have been committed to the use of the telephone for marketers for several years now. There is hardly an area within your business where one or other of our services cannot be of help.

We can show you how to encourage telephone response—to get more from your advertising spend. We handle the calls on your behalf, giving you an instant telephone response system.

(And with services like LinkLine 0800, we make it even more appealing for consumers to respond to your ads—because it costs them nothing.)

We can show you how the telephone can be used in conjunction with other media like Direct Mail, TV, radio, or even press advertising and door-to-door to create a powerful synergy. Indeed, sometimes the telephone can produce sales from existing prospects after your other media have already done their jobs.

We can show you how to use the telephone for your prospecting. How you can build your customer lists. Get more from coupon response. Service your customers professionally, courteously, effectively. Without irritating them with hard sales pitches.

What's more, the telephone is a powerful research tool. Our Research Shop, although it may not replace other forms of research, can give you a quick reading on key issues, enabling you to make quicker, more informed decisions—and often influence the directions of other, more formal research.

Responsive to your customers.

Today, your customers want to buy the way they want to buy—not necessarily the way you prefer to sell.

They want information 24 hours a day. Not 12 hours a day. They want it now, not 3 days later. And they want a dialogue with you. For years companies have claimed that they give the customers what they want. Very often they were merely paying lip service to this concept. It was a sellers' market, and the customer had to take what was on offer. This is no longer true. The customer really is in control more than ever before.

And the one way to recognise the customer's power and to encourage him or her to deal with you is to make it easy to respond to your advertising. Moreover, the quickest way to find out what he or she wants is to *talk*—ask questions, get feed-back.

Whilst the *surest* way to keep your customer and protect your market, once again, is to talk. Let the customer know you care, because you do care.

If *you* don't take account of these factors, your competition surely will. Smart marketers know this.

In the last two years, the following companies have used British Telecom to help them in their telephone marketing activities:
■ American Express ■ 3i ■ Thorn-EMI ■ Time Magazine ■ Comp-U-Card ■ Mars Group ■ Budget Rent-a-Car ■ British Caledonian ■ Austin Rover ■ IBM ■ RAF ■ Harrods ■ Rank Xerox ■ National Westminster Bank

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THE MANAGEMENT PAGE

EDITED BY CHRISTOPHER LORENZ

Technology takeovers

US suitors' winning ways

Peter Marsh concludes his series by exploring how growth can come from surrender

CHRIS DOUBLEDAY, founder and managing director of a small UK electronics company called Precima, was under pressure. It had been a long, hard grind for his company, which after 12 years had reached annual sales of only £2.5m. Thanks to a novel system that Precima had developed for the automatic assembly of electronic circuitry, the effort finally looked like paying off.

To do justice to the product, the company would need about £5m over two years to finance the necessary expansion. Doubleday, an ex-Marconi engineer, had little expertise in raising cash. There was also the associated problem of setting up a worldwide marketing and maintenance network to support the new system. "Our product looked extremely promising," he recalls. "But we felt we were sitting on a time bomb."

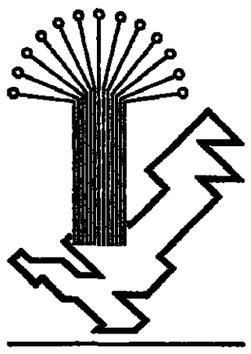
The predicament for Doubleday back in 1983 is not unusual for the people who set up and run expanding high-technology companies. Once a winning product is developed, the management problems can pile up.

The simple answer, for many high-tech concerns, is to become part of another, much bigger company. The large corporation, which is often an acquisition-minded US company, can breathe into the smaller business management skills, cash for research and development, together with, frequently, a ready-made international marketing organisation.

In Doubleday's case, his company attracted the attention of the Dynapert division of Emhart, a diversified Massachusetts-based electronics and engineering concern with annual sales of $1.7bn.

Dynapert was (and is) among the world leaders in automatic machines for assembling electronic circuitry by the conventional method of inserting components through holes in printed circuit boards. It wanted to move into the new area of surface mounting—in which tiny robot grippers fix the components to the boards with adhesive—an area in which Precima was a pioneer.

The US concern had mounted a worldwide search for a suitable acquisition and Precima, which is based in Colchester, Essex, had topped the list. "They were an ideal



company," remembers Ron Titlebaum, Dynapert's president. Doubleday and his colleagues were not easily wooed. Between April and October 1983, Precima made four offers for the company, each one better than the last and each turned down. The fifth offer—the exact terms of the deal have not been disclosed—was accepted.

How have events turned out? Precima's sales shot up six-fold between 1983 and 1985 to some £15m a year. The number of employees has doubled to 240 and the company has been given responsibility for selling its products not only in the UK but in the whole of Europe, taking over this role from an existing Dynapert subsidiary.

Another successful US-UK coupling appears to be that between Martin Marietta Data Systems, which has annual sales of $430m and is the computer systems arm of the giant US aerospace company, and London-based Hoskyns. The latter, which has been part of the US concern since 1975 and sells a range of computer systems and consultancy, last year recorded 40 per cent growth in sales to £56m, with profits expanding 26 per cent to £3.3m.

Hoskyns is, says its managing director, Geoff Unwin, "a bit of an oddball" in the US group. While sales of the parent company are concentrated on a few large contracts with government or military organisations, Hoskyns has a very wide client range and employs staff who can switch between different jobs fairly easily.

Rather than impose management controls on the UK organisation, Martin Marietta is, says Unwin, "trying to listen to us and adopt some of our methods." Patrick Zilvitis, president of Martin Marietta Data Systems, goes along with this assessment. "Hoskyns is very well managed. As a result of their performance we leave them alone."

Not all marriages, of course, are successful. In 1981, Evans and Sutherland, an $80m-turnover company in Salt Lake City specialising in electronic graphics, paid $2.5m for Shape Data, a promising UK company in computer-aided design (CAD).

The US concern was slow, however, in assimilating the Cambridge-based Shape Data into its management hierarchy, leading to three years of uncertainty during which the UK concern's four founders were unsure of their role. When the management reshuffle finally came in 1984, it left three of the founders—Charles Lang, Ian Braid and Alan Grayer—dissatisfied and they all departed at the end of last year to form a new company, Three-Space. The fourth founder, Peter Veenan, has stayed as managing director of Shape Data, which has grown from a 13-strong organisation five years ago to employ 65 people.

It has, however, been an amicable divorce, with Evans and Sutherland even paying some alimony in the form of taking a 10 per cent stake in Three-Space. The separated trio is also doing some of its work on behalf of Shape Data.

According to Gary Meredith, a vice president at Evans and Sutherland who is responsible for Shape Data, "the difficulties were to do with the two companies' different styles of management." He says the Cambridge company was research-oriented whereas Evans and Sutherland wanted it to be more geared to products.

Striking the right balance between the easy-going style of a small company and the more formal methods of a large one can be troublesome. In October 1984, Bell Canada, an Ottawa-based telecommunications giant, paid about £9m for General Computer Systems, a UK computer-maintenance company in Feltham, near London. The company, now called Bell Technical Services (BTS), has a staff of 360 and expects this year a turnover of £15m.

It did not take long for the entrepreneurial approach of the small UK concern to clash with the more solid, corporate style of the Canadian company. Because of the differences, Bill Nickoll, managing director of BTS who had been with the Feltham concern for 16 years, left the company in April. He says there was underlying synergy between the two companies. "But our approaches were different. We would go into a market and iron out the bugs as we go along. They (Bell Canada) do things in a more scientific way." Nickoll also found "burdensome" some of the parent's accounting rules and its continual desire for information on BTS's finances.

For the entrepreneurs who start small companies, selling out to a large concern can bring both relief and disappointment. Ed Hoskins is an architect who in 1969 started Applied Research of Cambridge (ARC), a CAD company which last year was bought by McDonnell Douglas Information Systems for $12m. Hoskins, ARC's then chairman, was offered a job in the US with McDonnell Douglas but preferred to take the cash from the purchase and "retire" to the south of France.

"I have a feeling of relief from the daily anxiety of not knowing if we would survive. Even though we were profitable and doing rather well, the company was on a very unstable footing." What does Hoskins miss? "Most of all the people (at ARC). A lot of them I regard as mates."

Similarly mixed feelings applied to Graham Wylie, managing director and founder of Milton Keynes-based Immediate Business Systems (IBS), when his company was sold last year to Neptune, a US concern which is part of the $12bn-turnover Allied Signal group. IBS had struggled along for three years to develop a portable computer for logging data from gas and electricity meters or for use by traffic wardens. Though the product appeared promising enough for Wylie to raise £7.5m from the City to finance the development, selling and supporting the devices overseas proved a continual problem.

Wylie says of the Atlanta-based Neptune "they are very professional and worldly wise and enthusiastic for the company to succeed." Most important, the acquisition has given IBS a much stronger presence in the US, which is where the biggest demand for its products is expected.

Hugh Routledge

Geoff Unwin: US parent "tries to adopt some of our methods"

Roger Bidgood, managing director of Luton-based Remek, an automation specialist, is positively rueful when he looks back. An ex-lecturer at Cranfield Institute of Technology, Bidgood set up Remek in 1970 and for a time the future looked bright. Moves into robotics and vision systems did not work out, however, and after a spell in the hands of the receiver, Remek was bought in 1983 by VS Engineering, a British engineering concern.

Earlier this year, after VS was itself bought by Asea, the Swedish automation company, Bidgood found himself reporting to yet another series of bosses. With 45 employees and sales of about £2m, Remek will continue to trade under its own name. But Bidgood says he will always regret "not making it on my own."

According to Jim Wright, chairman of JK Lasers of Rugby, a company which he started in 1972, worrying about ownership of businesses can divert entrepreneurs from what he says is the real task—the need to compete. Wright was perfectly content four years ago to sell his company for about C$11m to a much larger concern, Toronto-based Lumonics, the world's third biggest laser business after Spectra and Coherent, both of the US.

Although debate about US takeovers of UK companies has caused controversy in recent months—in the cases of Westland and General Motors' bid for Austin Rover—the smaller, high-tech British firms which have become part of US groups seem to have done rather well. Moreover, many of them are not simply US offshoots but have their own R and D facilities.

An important issue, however, which this debate has largely ignored, is why relatively few big UK companies in the high-technology sector expand by acquiring smaller British concerns. It could be argued that, in the cause of building up UK expertise in the management of science-based enterprises, more larger British concerns should be persuaded that this is a route worth pursuing. According to Richard Onians, chief executive of Baring Brothers Hambrecht and Quist, a London venture-capital company, many big UK concerns "are not playful enough. They take themselves too seriously and fail to realise that acquiring smaller concerns can be a good way to grow."

Previous articles in this series appeared on June 9, 11 and 13.

How a better layout counts

Nick Garnett on ways to improve productivity

IN THE debate over the extent to which working practices have really changed for the better on British manufacturing shopfloors, has the potential impact on productivity of improved hardware been forgotten?

A report* by the London School of Economics on the experience of West German and Japanese subsidiaries in the UK indicates that it would be a mistake to underestimate the effects of what people make and how.

One of its main conclusions is that where a British owned plant has been taken over by a German or Japanese company the biggest productivity improvement is derived from adopting a foreign-designed product which is easy to manufacture.

Managers of West German and Japanese subsidiaries in Britain pointed to technically advanced production equipment and well-planned factory layouts as the second most important factor linked to the motivation staff are given to seek continuous improvements in production methods.

Only after that came the kind of factors on which so much critical attention has been focused in British factories — flexible labour, tight manning, good labour relations, and staff selection.

Prepared by the college's industrial relations department under Professor Keith Thurley, the report stresses that its findings, based on a series of factory visits and detailed interviews, cannot be conclusive.

The sample was very small—seven Japanese and nine German - owned companies, manufacturing mainly for the British market products designed by the parent and on machinery specified by it. Employees in these companies averaged 285.

Most of the companies were in forms of electronic assembly, using female labour, which might mean that the findings are not applicable to heavier engineering.

Almost two-thirds of the German companies initially approached and almost a half of Japanese companies declined to take part.

Unwillingness to discuss performance might reflect dissatisfaction with that performance but the report says the most common reason for refusing to participate was pressure of work.

Productivity in the subsidiaries was hardly ever less than 75 per cent of the German or Japanese parent, says the report and in some cases, according to paint managers, equalled the German level. Productivity was measured as the time taken to perform a given task as a proportion of standard hours for that task, or turnover per employee. Where the products made were identical in the British and foreign factories, standard hours were the same.

Most of the managers in the subsidiaries said their British workforces could produce similar output to the parents' factories in its home country provided they had the same equipment, management and motivation.

However, British managers were the subject of some criticism particularly over what their non-British counterparts saw as a lack of commitment. The performance of administrative and sales staff was sometimes considered less satisfactory in the British-based operations than that of production workers.

Some of the negative factors about working in Britain that most frequently emerged included suspect quality of outside-supplied components and the extra time foreign managers believed was necessary to motivate British workers.

Within the complaints about the industriousness and dedication of some British managers, the weakest level of responsibility was considered to be the foreman or supervisor who frequently lacked any managerial talents.

This could well add weight to the increasing tide of criticism about the lack of in-house training offered by many British companies to workers moving into supervisory positions and the way the less academically able but perhaps technically minded pupils are poorly catered for in schools.

** The experience of German and Japanese subsidiaries in Britain, London School of Economics and Political Science, Houghton Street, London, WC2A 2AE.*

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GAS FUELS PROFITS

Architecture/Colin Amery

Doorstep diplomacy

It is difficult to make good and worthy happenings into news. When the Prince of Wales speaks about architecture it is more striking to hear about "carbuncles" than communities. When he spoke last Friday at the Royal Institute of British Architects, hopes were high that he would beard the lion in its den. However, the occasion was the presentation of the RIBA/The Times Community Enterprise Awards — the first of their kind — and clearly some rather more positive words were called for.

Before looking at the scope and success of these awards it is worth pondering both the anomaly of their inception and the strange institutionalisation of "Community architecture." The oddest thing is that the very need for a more concerned and local basis of environmental activity has been caused directly by the activities of politicians, bureaucracy, and the design professions.

During the 1950s and 1960s it was a strongly held belief that there was only one answer

The physical appearance of our cities has a powerful effect on the spirit that dwells there

to the housing problem and the derelict city: to start again, and frequently to build high. Architects and politicians must share the blame for policies and buildings that have actually caused the death of the inner city and the decline of environmental standards.

Community architecture simply means asking people what they want and trying to help them achieve it. It took one of the winners of the new awards, Mr Patrick Doherty of Londonderry, to put it most succinctly: "We have rehabilitated your buildings—it is time for you architects to rehabilitate your profession."

Today, these recent 20 award-winning schemes show that there is no single answer to the problems of architecture and the inner city. There has to be a multiplicity of approaches and a plurality of professional skills. Community enterprise has to do with a great deal more than architecture, but the physical appearance of our cities has a powerful effect on the spirit that dwells there.

The scaling-down of architectural activity to a level where it is directly responsive to the needs of the client is what these prize-winning schemes are all about. The establishment of a small enterprise centre in a disused art college in Birkenhead; the conversion of a pentecostal tabernacle into a community centre in Notting Hill; the creation of a park and garden and some new shops in a desperately derelict area of Hoxton; the revival of the inner city of Londonderry; co-operative housing schemes in Glasgow; self-build houses in Bristol, and even a farm in the heart of Cardiff — these are all examples of a concentration of community effort and enterprise on the doorsteps of people who know exactly what they want.

The difficulty faced by so many of these schemes is that, too often, inspired ideas come to grief in the "cat's cradle of red tape" which, according to the heir to the throne, "chokes the country from end to end."

There is a tremendous need for more partnership and collaboration in all areas of the revitalisation of inner city life. Organisations like *Business in the Comunity* are making headway but there is still a profound need to bring to an end the professional bandwagon that rolls on, convinced that it knows better than its customers, frequently not even asking the customer what he wants.

The star winner of these awards is undoubtedly the five year's work carried out by the Derry Inner City Project in Londonderry. It clearly demonstrates the success of a broadly based Development Trust. Five hundred jobs have been created by the work on some eight derelict buildings, the creation of craft workshops, amenities for young people, and a historic walk through the old walled city centre.

Architecturally the scheme has succeded in renovating a city centre in a way that other cities have only dreamed about. Contrast the success of Derry with the officially inspired cosmetic garden festivals in Liverpol and Stoke and you see at once the need for local initiative.

Clearly anyone who visits the Eldonian project in Liverpool, or the Calvay housing in Glasgow will sense at once a need for the driving force in all these schemes to come from within the community. When it does, there is every chance that acorns will become substantially rooted oaks. It is not so much a matter of architecture, but much more, pride and involvement that makes successful self-sustaining communities.

The change that is coming to the architectural profession is still in its infancy. In the schools of architecture there is a need for *real* projects to be used as teaching aids. There should be an end to the fantasies and necropolises that so many architectural schools demand from their students. There should be training in the simple social organisation of architecture and planning.

The need for total overhaul of the planning system and the cutting of red tape goes with a need for a new kind of enabling professional.

It is not cranky to suggest that this means a new sort of architect who will help people

The change that is coming to the architectural profession is still in its infancy

to help themselves, encouraging self-help rather than surgery.

Although the Prince of Wales and others feel that government should not play a major part while government is synonymous with bureaucracy, it is certain that there would be more private financial involvement in the inner city if there were more government encouragement. Public agencies as well as private ones must become less negative. Community enterprise can replace frustration with the encouragement of a more diffuse kind of professionalism.

The curious sight of the Prince and the architectural establishment giving prizes to all the ideas that run counter to the official policies of the past 30 years can only be a sign of hope. One of the remarkable phenomena of our times is that it is the *clients* who are forcing the pace of change. Do the professionals realise that their clients are demanding this of them?

William Armstrong (left)—plays with panache

Road/Royal Court

Michael Coveney

It is 16 years since any violent liberties were taken with the Royal Court auditorium, when Wiliam Gaskill threw open the doors to the "Come Together" fringe festival. Now the stage has been extended from the back wall over the auditorium, placing a promenade audience on the same level as Jim Cartwright's Lancashire street. Transferred from the Theatre Upstairs, where in March it was enthusiastically greeted on this page by Martin Hoyle, *Road* is indeed an original, affecting, rumbustious and truly remarkable piece of work.

Just comparisons have been made with *Under Milk Wood* but, whereas that radio play became a conventional spotlit stage show, *Road* uses the environment of its own audience in much the same way as the inaugural Joint Stock show *The Speakers* did; instead of Hyde Park ear-benders, we have an ordinary, vital bunch of Lancastrians magicked into life by the wild boy Scullery, whom Edward Tudor-Pole, late of the Sex Pistols and *Absolute Beginners*, plays as both street urchin and manic guide.

The various scenes are really individual playlets and, as such, of a startling originality. A girl irons her black miniskirt while her mother scratches around pathetically on the floor. The girl is going out, the mother is sticking her nose in. Another old girl paints on her lips and remembers the man, "the bust-squeezer," who saw her through the war — did he die? A kendo freak springs from the crowd and recounts his post-disco skirmish with some Bolton skinheads. And in a stunningly moving extended scene, an unemployed girl and boy get into bed on hunger strike. They have no job, no hope, and their despair is counterpointed with hilarious recollections of first sexual experience.

A middle-aged man remembers how it was with National Service, holidays in Blackpool, "Volare." These folk memories have the stark authenticity of Billy Rice's lament *The Entertainer*. After screaming domestic fall-out which flashes across the theatre's levels (some spectators can sit in the circle and gallery) like an electric storm, Mr Cartwright's playwriting instincts finally get the better of Simon Curtis's unflaggingly inventive and spirited physical direction.

First, a girl tries to shake life into a comatose soldier who has been sick into his chips. Her "mini-Clint" is unmoved by, in fact impervious to, "Strangers in the Night." And, after a wonderful speech of a dejected married woman about her unemployed drunken husband ("He's such a big man—there's nowhere to put himself"), two boys entertain their girls with a drinking contest

The superb cast of seven, in which Susan Brown, William Armstrong and Lesley Sharp give performances as good as any I have seen this year, inhabit Paul Brown's scaffolded levels, benches and inset living rooms with panache and a gentle skill that makes the occasion a poignant lament for the second of Mrs Thatcher's two nations and a thrilling event in itself. You really must see this one.

Poppea/Glyndebourne

Max Loppert

The main themes of *L'incoronazione di Poppea* are sexual infatuation and the abuse of state power, and the terrible links that can be forged between them. Monteverdi's opera is like Mozart's *Figaro* in the way it presents a complete spectrum of characters coloured and shaded by love and lust; but it is unlike that *folle journée* in that the good end unhappily, and the bad happily—and that, in the view of the composer and his librettist, Busenello, seems to be what Life means.

A *Poppea* working its full effect is an awesome thing—one of the most complex and disturbing of all operatic experiences, a tale of agonizing moral ambiguities and emotional depths told in a score of almost unbearable beauty, dramatic suggestiveness, and gravity (how revealing that its lyrical high water mark should come in a lullaby humming sweet oblivion).

In 1984, when the second production of the work in Glyndebourne history was first shown, the experience was not awesome but heavy, dull, and coarse on eye and ear. At its 1986 revival on Saturday, much was different, and better: it is still far from an ideal Monteverdi performance, but it hits hard, fast, and in many places wonderfully deep.

The improvements are most immediately noticeable in the pit. Peter Hall, the producer, originally elected to saddle himself with Raymond Leppard's pioneering, but now outmoded, edition of Monteverdi, with its plump carpeting of continuo and string addition, and its many acts of textual redisposition, re-ordering, reshaping, and truncation. In 1984 Leppard himself took musical charge, as he has almost all of Glyndebourne's 17th century Italian shows. Now Richard Bradshaw (formerly a Gyndebourne staff member, recently a conductor with a growing American reputation) is in his place; and, while nothing can really justify the continued employment of ample batteries of continuo instruments or the continued infusion of string enrichments, Mr Bradshaw has concentrated on lightening them, reducing string vibrato, on making the articulation crisp, forward-moving, and dramatically sentient.

The performance seems to move on a current of intelligent and intelligible verbal delivery, one of the necessary (but so often neglected) aspects of any truly vital Monteverdi realisation. There are no native Italian speakers (shouldn't there be?), but hard work has gone on to make others sound like them, and in more than one case it has proved strikingly successful. The feeling of play on and with words begins at the beginning, with three lively goddesses (Anne Collins, Anna Steiger, Rebecca Caine) alert in their propositions;

After the harsh things I have written about Maria Ewing in recent times, it is a particular pleasure to praise the accuracy, control, and poise of a Poppaea warmly and lightly sung, and played with deadly cool subtlety and calculated sensuality. Cynthia Clarey's Octavia (moments of top-note strain apart) is tremendous in rage, despair, and dignified retreat. Elizabeth Gale's Drusila is tender, womanly, and inflected with a hundred delicate shades. Also familiar is the Arnalta of Anne-Marie Owens—full-voiced in the lullaby, enjoyable broad in comic class-triumph, somewhat rough in quick declamation.

The men are led by the Nero of the American Neil Wilson (UK debut), whose spoilt-baby Gainsborough face and figure and darkly attractive lyric tenor are all most interestingly used (he must beware of slips below pitch). Dale Duesing returns to livelier effect as Otho, the great romantic of the piece, though his line needs still greater firmness—a baritone in an alto part will always be at a disadvantage. Roderick Kennedy acts and sings a plainer Seneca than the unforgettable Robert Lloyd of 1984, but he too touches the quiet, grave centre of the opera.

Among good minor players, Lesley Garrett, Petros Evangelides, and Robin Leggate deserve a particular mention—the latter taking part in the detestable drunk scene still inexcusably planted on the Nero-Lucan duet. This remains the single blot on an evening of which one expected hard duty and gained great reward. retgcmfw vbgkq vbgkqj vbgkq

Neil Wilson (Nero) and Maria Ewing (Poppaea)

Music of New Spain/Almeida Festival

David Murray

To do anything like justice to the ongoing Almeida feast, wonderfully extravagant as it is, we should have to devote half of this page to it all month. Hard on the heels of the Arvo Pärt series that Andrew Clements discussed last week comes new Spanish music, and Japanese, and several individual composers will be spotlit—Steve Reich, Giacinto Scelsi and a number of younger spirits.

The new Spanish music, all performed on Saturday by the excellent, tireless Music Projects/London with their conductor Richard Bernas, justified Tomás Marco's proud claim: "A music that is neither nationalistic nor folkloric but which does not neglect its roots. The Spanishry was credible, discreet, deeper-rooted than occasional nosegays of local colour;

The interesting progress of Francisco Guerrero, now 35, was traced through three works. His 1975 *Actus* was plainly in thrall to Xenakis, with a thick impasto of string glissandi mathematically devised (one had to take that on trust) and an oozing contrabassoon at the bottom; two trombones sometimes added their own glissando howls or jazzy barks. There was a shortage of fresh events. Guerrero's soprano-and-guitar *Erotica* of three years later was much brighter, indeed captivating (finely performed by Mary King and David Harvey):

With *Animos C*, the third part of a four-part sequence, Guerrero returned to Xenakoid constructions, but with a technique greatly sharpened.

The second concert was a potpourri, intriguing for the range of its ingredients. José Evangelista's *Clos de Vie*, in memory of Claude Vivier (a composer featured in last year's Almeida Festival), assigned a revolving melody-line, sweetly melancholy, to everybody in unison, but with decorative refinements. The intended development of *El Hierro y la Luz*, by Eduardo Perez Masada, was limply realised in the actual music; a flute concerto by the senior Cristobal Halffter made its academic plan all too evident, despite lovely playing by Pierre-Yves Artaud. For Roberto Gerhad's hardpsichord concerto the soloist was Yvar Mikhashoff: some spark was missing in the first movement, but by the end the right tautness and quirkiness had taken hold. A welcome revival, and apt.

Rambert Ballets/Sadler's Wells

Clement Crisp

Ballet Rambert has started a diamond jubilee season in celebration of the 60 years since Marie Rambert and her dancers appeared in Nigel Playfair's *Riverside Nights* at the Lyric, Hammersmith. Then, the young Frederick Ashton's *A Tragedy of Fashion* marked the first steps of our master choreographer and of Marie Rambert's enterprise.

On Wednesday night, a gala opening of the present Ballet Rambert's season brought us as "a trifle" (Ashton's phrase) one of the dances for the mannequins in that piece. And pretty it looked, too. The evening was in many ways nostalgic: glimpses of the company's 60 years history came with Lucy Burge very fine in Ashton's Brahms/Isadora waltzes, with students from the Rambert School in Tudor's *Soirée Musicale* and former dancers with the company making much of his *Judgment of Paris*—Christopher Bruce as the Waiter, John Chesworth the customer, and Sally Owen, Lucy Burge and Clover Roope (haunting with Minerva's awful boa) as the bedraggled goddesses.

Of today's Rambert—and the company is moving into a new incarnation under its lately appointed director, Richard Alston — there was a bright little item from *It's a Raggy Waltz*, by Lucy Bethune, a member of the company; Richard Alston's own gently mocking *Java* to the venerable harmonising of the Inkspots; and Ian Spink's brand new *Mercure*.

This also featured in last night's first programme of the season. Mercury is, of course, Rambert's patron divinity, and Mr Spink's realisation of Satie's score has a dream-like inconsequentiality, a sly allusiveness that has its own mercurial merits. A mottled dark blue set with the shell of a Greek theatre, by Catherine Felstead; "amusing" and 'twenties-looking clothes by Antony McDonald; tiny incidents that cast sideways glances at Mercury's several identities as a god, all combine to keep our wits alert and the dance on the *qui-vive*. It is a piece that happily bears a second look.

This is not, I fear, true of another of last night's novelties, Mary Evelyn's *Dipped Wings*. With an abrasive score by Simon Waters, it features four couple in handsome leotards by Lizé, who indulge in arid activities which do nothing to illuminate for me the piece's subtitle "Continual Departing." The kind of movement language it proposes is also the matter of Richard Alston's *Zansa* which closes this first programme Two scores by Nigel Osborne (*Mbira and Zansa*) are carefully matched in dance, levels of energy responding to the varied dynamics of the music. The piece is not easy, though with John Hoyland's three handsome and painterly gauzes it is very easy on the eye, which is constantly rewarded by shape and colour. The actual logic of the choreography may be revealed with further viewing: at present, the dance teases the imagination — which is no bad thing.

Obituary/Alan Jay Lerner

Alan Jay Lerner, who died aged 67 in New York on Saturday, was the last surviving member of the stylish and witty New York school of lyricists that also included Ira Gershwin, "Yip" Harburg, Lorenz Hart and Oscar Hammerstein II. He will be best remembered for his collaborations with the composer Frederick Loewe: *Brigadoon* (1947), *Paint Your Wagon* (1951), *My Fair Lady* (1956) and, finally, *Camelot* (1960).

His last Broadway show *Dance A Little Closer*, failed on Broadway, although the title number deserves to be better known. Lerner had spent most of his last years in London, since marrying the English musical actress Liz Robertson.

Philharmonia/Festival Hall

Andrew Clements

Semyon Bychkov made his London debut last year, conducting the Royal Philharmonic. Since then his reputation has soared, so much so that his name has been romantically linked with the Berlin Philharmonic as a possible successor to Von Karajan. Bychkov is 34, born in Leningrad but now in the US where he is musical director of the Buffalo Philharmonic.

He first claimed attention in western Europe when he appeared from nowhere to conduct a memorable production of *La Finta giardineria* at Aix-en-Provence, and followed it by taking over a concert with the Berlin Philharmonic from Muti to such effect that the orchestra promptly invited him back.

Of such stuff are legends, or at least recording contracts, made. For his first concert with the Philharmonia at the Festival Hall on Thursday Bychkov offered Beethoven's *Prometheus Overture* and Brahms' First Symphony, and unsurprisingly did not quite fulfil expectations. The Beethoven, most attentively played, suggested a conductor of extremes

Brahms showed him in a better light, though the account was never quite as dramatic as it promised. The finale was splendidly paced, the build-up to the big tune tightly controlled, the brass writing given a Brucknerian grandeur. Bychkov's moulding of woodwind phrasing suggested Karajan as a stylistic influence, and it gave the slow movement a pleasing fluidity, attentive to inner lines. But the symphony as a whole did not come to life.

Nigel Kennedy's pristine account of the Mendelssohn Violin Concerto completed the programme. It was a performance of perfect manners, with not a note out of place: the slow movement was sung with a ravishingly pure tone, the articulation of the finale was scrupulously exact. The playing demanded admiration. And yet . . . Somehow it was totally unmoving, not because the approach was sterile and analytical, but because it lacked personality. When Kennedy finds the means of putting more of himself into his music-making, it will be magnificent violin playing indeed.

Saleroom/Susan Moore

Rococo silver at its most full blown is to be sold at Sotheby's on Thursday. A George II soup tureen and cover made by the masterly Paul de Lamerie in London in 1747 comes complete with festoons of flowers, shaggy lions' heads, masks and an elaborate cartouche. An eagle feeding her young forms the cover's finial. The unpublished estimate on this massive, 175 oz piece is £120-150,000. A pair of candlesticks with stems taking the form of a flower-wrapped cherub made by de Lamerie five years earlier, is expected to make £80-150,000.

In a simpler vein is the Charles II porringer and cover, maker's mark WS, and a salver on foot with TS in monogram below a crown, made in London in 1683. Estimated at £60-80,000, they are among a number of chinoiserie pieces in the sale.

Perhaps the most elevated piece of French furniture to be sold at Sotheby's on Friday is a Louis XV marquetry and parquetry commode made by A. R. Gaudreau for the dining room of the king's daughters at Versailles. Ornamented with masks and gilt-bronze scrollwork, this particularly pretty piece is expected to make in excess of £100,000.

The great French cabinet-maker Georges Jacob is known to have made furniture for the studio of J. L. David to the artist's own designs. A Directoire chaise longue identical to that on which Madame Recamier so graciously reclined in what is perhaps the most famous portrait of the era, is also on offer (estimate £4-6,000).

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Arts Guide

Music/Monday. Opera and Ballet/Tuesday. Theatre/Wednesday. Exhibitions/Thursday. A selective guide to all the Arts appears each Friday.

June 13-19

Music

LONDON

Ivo Pogorelich, piano: Beethoven, Bach and Chopin. Barbican Hall (Mon). (638 8891).

Royal Philharmonic Orchestra, conducted by Antal Dorati, with Isaac Stern, violin. Haydn, Bruch and Franck. Royal Festival Hall (Mon). (928 3191).

Medici String Quartet with Christine Cairns, soprano. Britten, Milhaud, Chausson and Franck. Queen Elizabeth Hall (Mon). (928 3191).

Ray Charles in concert. Royal Festival Hall (Tue 6.30pm and 9pm).

The King's Singers: Queen Elizabeth Hall (Tue).

Marian Montgomery, with Laurie Holloway and quartet. Queen Elizabeth Hall (Wed).

Royal Philharmonic Orchestra, conducted by Andre Previn, with Andre Watts, piano; Eva Lind, soprano; Christine Cairns, soprano. Berlioz, Liszt and Mendelssohn. Royal Festival Hall (Wed).

English Chamber Orchestra, directed by Vladimir Ashkenazy, piano. Mozart. Barbican Hall (Wed).

Joe Pass in concert: Queen Elizabeth Hall (Thur).

PARIS

Orchestre National de France conducted by Andrew Litton, Michel Raznie, flute: Weber, Mozart, Gluck (Mon 6.30pm). TMP-Chatelet (4233 0000).

Ensemble Intercontemporain, conducted by Denis Cohen, Laurent Aimard, piano: Barriere, Cohen, Stroppa (Mon, Thur). IRCAM, 31, Rue Saint-Merri, Espace de Projection (4278 7995).

Anna Maria Miraida, soprano, Gines Sirera, tenor: Gluck, Boieldieu, Gretry (Tue 6.30pm). Théâtre des Champs Elysées (4723 4777).

Alfredo Kraus recital (Wed). Théâtre des Champs Elysées (4723 4777).

WEST GERMANY

Frankfurt, Alte Oper: The Israel Philharmonic Orchestra, conducted by Guiseppe Sinopoli. Tchaikovsky and Brahms (Mon); Pinchas Zukerman, violin and Marc Neikrug, piano. Beethoven (Thur).

ITALY

Florence: Teatro della Pergola: Pinchas Zukerman, violin; accompanied by Mark Neikrug. Beethoven (Mon and Wed). (24 23 61).

NETHERLANDS

Netherlands Bach Society choir, baroque orchestra and solists conducted by Ton Koopman with Magnificats by Buxtehude, Kuhnau and Bach. Tue in Gouda, Grote Kerk, Wed in Naarden, Grote Kerk, Thur in Utrecht, Geertekerk (030-51 51 61).

Amsterdam, Tropeninstituut (Linnaeusstraat 2). Music from Islam series. Malaysian music from the Kempling vocal and percussion ensemble (Mon, Tue). Turkish Sufi music and the liturgical Zikr ceremony (Wed, Thur). (568 8300).

SPAIN

Granada International Festival: Czech Philarmonic Orchestra conducted by Vaclav Neumann. Mozart and Mahler. Auditorio Manuel de Falla (Mon). (22 52 01).

VIENNA

Montserrat Caballe, Lieder: Miguel Zanetti, piano. Händel, Vivaldi, R. Strauss. Mozart Saal, Konzerthaus (Mon).

Vienna Symphony Orchestra conducted by Christoph von Dohnanyi with Aurele Nicolet, flute, Ursula Holliger, harp. Haydn, Mozart, Schubert. Konzerthaus (Thur).

NEW YORK

Merkin Hall (Goodman House): Sharon Mabry mezzosoprano recital. Lili Boulanger, Copland, Kenton Coe, Ives; Myung Jean Keh piano recital. Beethoven, Scriabin, Chopin, Liszt (Tue); Karen Hutchinson piano recital. Mendelssohn, Franck, Chopin, Donald Keats (Thur). 67th w. of Broadway (362 8719).

Bargemusic (Fulton Ferry Landing): Chamber music concert with Fred Sherry, cello; Toby Hoffman, viola; Cho-Liang Lin, violin; Stephanie Brown, piano. Mozart, Martinu, Brahms. Brooklyn (624 4061).

TOKYO

Alicia de Larrocha (piano): Turina, Granados, Chopin. Tokyo Bunka Kaikan (Mon). (545 8348; 545 9348).

Francisco Araiza (*tenor*) accompanied by Irwin Gage. Mozart, Rossini, Verdi, Puccini, Gounod. Hitomi Memorial Hall, Showa Women's College, Sangenjaya (Tue); Schubert's Die Schöne Mullerin. Tokyo Bunka Kaikan (Thur). (545 8348; 545 9348).

Takahiro Sonoda (piano) Lizst. Tokyo Bunka Recital Hall (Wed). (461 2580).

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Monday June 16 1986

The Tories and South Africa

THE DEBATE in the Commons tomorrow will be only another preliminary shot in determining future British policy towards South Africa. No fundamental decisions need to be taken at least for a few more weeks. But the debate should be an important occasion, none the less. MPs will get a smack of what the Government intends to do about the mounting pressure for further economic sanctions. At the same time, they will be able to put their own views in an attempt to shape government policy.

That goes, in particular, for Conservative MPs. The views of the opposition parties are already well enough known. The Labour Party, the Liberals and the Social Democrats are all broadly in favour of stepping up sanctions. Many friendly foreign governments are on their side.

Still, it is Mrs Thatcher, her Cabinet and the Conservative Party who will have to decide. Does the British Government oppose an extension of sanctions, will it go along with an extension reluctantly or will it take the lead in seeking to determine international policy?

Bilateral affair

Since the general election of 1983 the Conservatives have had an overblown majority in the Commons. This has led to some frivolous votes — such as the successful attempt to block the Shops Bill two months ago. The excess of Tory back-benchers has not had enough to do and has rarely been obliged to face up to a major international question where Britain at least has influence, if not power.

Rhodesia, years ago, was not comparable. It was largely a bilateral matter in the end days of the old colonialism. The Conservatives did themselves no good when they split three ways in opposition.

In the end Rhodesia became Zimbabwe when the Tories were back in power. Mrs Thatcher's initial instincts were to oppose the settlement, but she can scarcely regret that a transfer of power finally took place.

The recapture of the Falkland Islands was also largely a bilateral affair — between Britain and Argentina, though it should be remembered that the British expedition would never have succeeded without international support, especially from the US.

Nothing that the present British Government has had to deal with has been on the scale of South Africa in terms of the international dimensions. All the great powers have an interest in the outcome, as well as the African countries, the United Nations and, most of all, the people of South Africa, black, white and coloured.

It would be the greatest irresponsibility if the debate were conducted in the Conservative Party along the lines of "for or against sanctions." The questions are becoming: what sanctions, for what purpose and how should they be conducted?

Unique position

Two sets of facts need to be considered. The first is that President Botha promised radical change in South Africa some 12 months ago and has never quite delivered. In the past few weeks or so he has *seemed again to be going backwards*. The Eminent Persons' Group, set up by the Commonwealth last year, and which includes Lord Barber, the former Tory Chancellor who is a conservative through and through, has concluded that without further external pressure there is unlikely to be change for the better.

The second is that the British Government is not wholly impotent. Indeed this is one of the few combinations of circumstances where most of the remaining elements of British power could fall into place. Britain is a leading member of the Commonwealth. It is a member of the European Community and about to take over the Presidency. It has a close relationship with the US and can talk to Japan through the group of seven leading industrial democracies. Perhaps, above all, it is a permanent member of the United Nations Security Council.

Some of those groups overlap. Britain alone is a member of all of them. No country could therefore be better situated in seeking to take the lead in co-ordinating an international policy towards South Africa.

The question before Mrs Thatcher, the Cabinet and the Conservative Party is whether they will realise their opportunity to control events or be dragged into sanctions, kicking, screaming and quarrelling amongst themselves. Backbench MPs should realise tomorrow that they are no longer debating parish politics.

Ways to improve the workforce

FIVE YEAR economic forecasts are often wildly inaccurate. The Institute of Manpower Studies's analysis of UK employment trends up to the year 1990 should, therefore, be taken with several large pinches of salt. Its main conclusions — a further small fall in total employment and a further big shift from jobs in manufacturing to jobs in services — seem highly plausible today mainly because they are extrapolations of what has already happened. Extrapolations of the past, however, are often poor guides to the future.

A similar large-scale survey in, say, 1978, when a modest economic recovery under the then Labour Government was in full swing, would never have predicted a tripling of total unemployment by 1983.

This said, however, the institute's survey remains the best available guide to likely sectoral shifts in employment. It divides the economy into 10 sectors and foresees growth of jobs in only two of them: distribution, financial and business services, and leisure and other miscellaneous services. Further job contraction is predicted in energy, manufacturing and construction, with the heaviest job losses in light and heavy engineering.

In occupational terms, these shifts will result in an increased demand for managers, multi-talented craftsmen, engineers and scientists, and professionals of all types. By 1990, there will be more jobs in small companies, more jobs for women, more part-time jobs and, overall, a younger workforce. Throughout the economy, people's chances of employment will depend increasingly on their accumulated "human capital"—their level of education, training and skills. The unskilled, especially manual workers, face a very bleak future.

Bleak picture

What can the Government do, in the light of these forecasts, to maximise employment prospects? There are two obvious priorities: policies to improve mobility (both geographical and occupational) and to improve the overall level of training and skills. Recent research published by the National Institute of Economic and Social Research underlines the urgency of action on these fronts because it shows that both mobility and training have been in secular decline.

Between 1971 and 1983, for example, mobility between different occupations declined by a quarter. There are now about 6m job changes a year compared with 10m in the 1970s.

In recent years, the labour market seems to have become more arthritic partly because, with the rise of unemployment, fewer people are willing to risk a change of any sort.

The picture on training is equally bleak in spite of initiatives such as the Youth Training Scheme. In 1967, more than 5½ per cent of employees in manufacturing received training; by 1982 the proportion was down to 3.2 per cent; by 1985, despite the YTS, it was down to just over 2 per cent—a mere 112,000 workers. Moreover, many industrialists argue that the general training provided by YTS, especially in the first year, is still a poor substitute for the skill-specific training provided on a more rigorous basis in competitor countries such as Japan, West Germany and France.

Better educated

Pension reforms and YTS demonstrate that the Government *is* concerned about, and has taken action to improve, both mobility and training. The message from the institute's forecast is that these efforts should be greatly increased. International comparisons imply, for example, that vocational studies in schools should be expanded by a factor of about 10.

The continuing shift towards knowledge-intensive industries and services, however, suggests that merely boosting vocational training for the young may not be enough. General education levels throughout the economy need to be raised.

Expanded opportunities for adult education and retraining are also urgently needed in view of the rapidly shifting composition of output. One canvassed possibility would be to give every adult an entitlement to one month's training or further education for each year of full-time employment. A more mobile, better educated and trained workforce would greatly benefit the economy regardless of the accuracy of the particular sectoral shifts predicted in the institute's forecast.

Paper feels the global squeeze

True international competition in paper making is bound to bring casualties, argues **Tony Jackson**. The question is where?

THE WORLD'S paper makers are coming to grips with a new phenomenon. US producers are finding their customers buying from Europe; European producers are bracing themselves for a US export push; and around the edges prowl several new producers, from South Africa to Brazil, who are unnervingly competitive on cost.

Paper is increasingly becoming a true international industry. Pressure of competition has caused a wave of mergers and restructuring on both sides of the Atlantic, with 15 per cent of the US industry's assets changing hands in the past two years. As in other smokestack industries like steel and shipbuilding, the advent of true international competition is bound to bring casualties. The question is where.

US producers are in no doubt about who ought to suffer. Mr Tony Gammie, head of the US newsprint producer Bowater Inc, hived off from the UK Bowater Group in 1984, says: "We look in amazement at what goes on in Europe, and then we get cross. When are European governments going to get fed up with propping up paper companies? The only example *of pure economics working in* Europe has been Britain, and that's only because neither political party would pour water down the ratholes."

Considering that UK paper capacity has fallen by over 12 per cent in the past seven years, other EEC countries might well flinch from such robust action. But success in bulk paper making is above all a matter of low cost production, and on that score much of the European industry has inherent disadvantages.

Low costs in paper making depend on two things—modern technology, and cheap raw materials. Parts of the European industry have failed to invest in new machinery and techniques. In addition, northern Europe's cool climate means that trees grow much more slowly than in countries like Brazil, and wood is correspondingly expensive.

In both the EEC and Scandinavia, though, the industry is still enjoying its new-found access to the US market. European exports to the US are running at around 200,000 tonnes a year, according to Mr David Clark of the Paris-based European Paper Institute. "That is compared with a maximum of 50,000 tonnes up to 1983," he says.

Most of the European exports are of what is known in the trade as coated mechanical paper — the grades used for magazines and catalogues. The sharp jump in US demand in 1984, caused by increased advertising in the Reagan boom, was accompanied by an abnormally strong dollar, and European exporters had a field day.

The effect was felt in European markets too. "1984 was an export-led boom for everything in Europe to the US — cars, wine, you name it," Mr Clark says. "That led to an advertising boom in Europe as well—and advertising accounts for 90 per cent of coated paper."

US producers says they are not concerned about European inroads into their home market. "Penetration was brought about by the dollar, like in a lot of other industries," says Mr Gammie. "With the dollar weaker, a lot of fringe players will get out, and a hard core will stay. I don't see the British, the French or the Germans being other than spot players—the economics just don't add up."

Swedish and Finnish producers could be another matter. "The Scandinavians will hang in, because they must—they've got to live on foreign trade. But I don't think they'll get terribly big. For a Swedish newsprint producer these days, Hamburg is a hell of a lot more attractive as a destination than Miami—15 months ago it was the reverse, despite the fact that it costs between $60 and $70 a tonne just to ship newsprint here."

Ms Norma Pace, chief economist with the American Paper Institute (API) — the US industry trade association — says some US customers have already switched back from overseas supplies. "In early 1984 US mills were running at capacity, so customers were looking to their inventories. It wasn't even that our mills couldn't supply consumption — it was just hedge buying. Now that there's plenty of supply around, imports are receding."

But she too has to concede that things have changed. "There have also been imports from developing countries — printing and writing grades from Brazil and Mexico, and linerboard [the base material for cardboard boxes] from South Africa. That is not a thing we had seen before, and it does indicate that when these countries are in trouble they'll look to our market. And in general, some customers may find qualities and services around that weren't there before, so there will probably be a market."

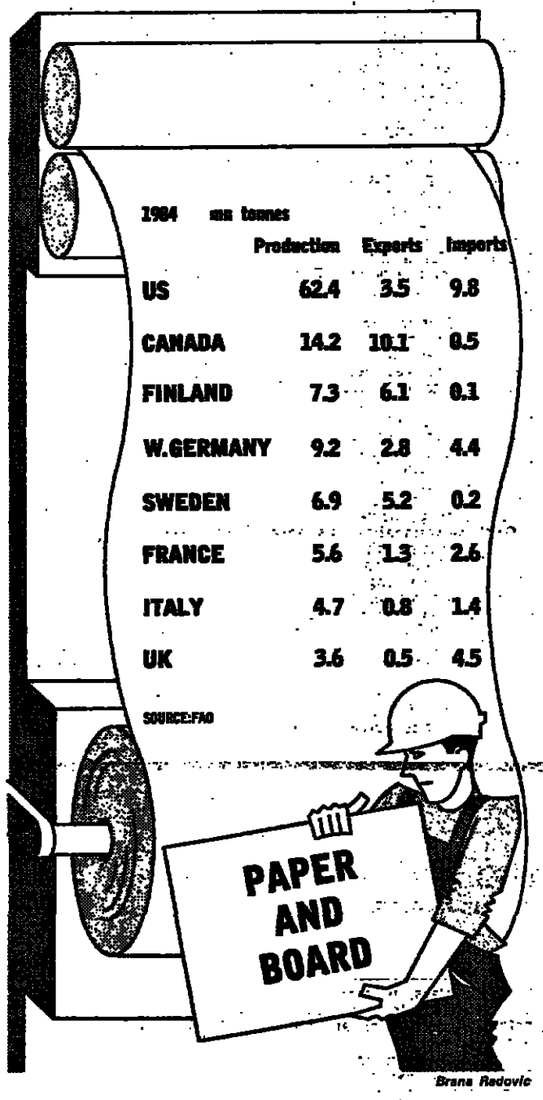
But, Norma Pace makes clear, the API wants its members to fight back. "The only international part of our industry historically has been linerboard and market pulp for export, and newsprint, which we import from Canada. But with our cost base and our economies of scale, our companies are beginning to feel that they should have a bigger overseas commitment in, for example, printing and writing grade paper. Home consumption in that market has grown so rapidly that we never used to think about external markets, but now the question is whether the US provides the growth targets that are felt appropriate.

"Producers these days are thinking about committing 10 to 15 pe rcent of a mill to foreign markets. We tell our companies that it has to be a commitment, not just a matter of taking up the slack. But if we can produce a competitive product at competitive prices I don't see why other markets shouldn't buy it — after all, we in the US did, even though we hadn't expected to."

From the US viewpoint, the long-term logic is clear. The industry in the EEC has to shrink, in bulk grades at least, while Scandinavia moves further up-market, away from the supply of basic pulp into paper grades with higher added value. The gap in bulk production will be made up by emerging producers in less developed countries.

Mr Gammie ticks off the candidates. "Portugal hasn't enough water, and it has a limited supply of trees. South Africa has the trees, though water's a problem. But South America has everything—labour, wood, water and power. The only constraints are the ability of governments to accept the necessary amount of foreign participation, and the cash flow that's needed to create the infrastructure."

Back in Europe, this kind of talk is greeted with some irritation, particularly in the EEC's most successful paper-producing country, Germany. Mr Oskar Haus, of the Verband Deutscher Papierfabriken (the German industry association) says: "I don't think Brazil and Portugal will go into integrated paper production and try to sell on European markets. You need a lot of market know-how and I don't think those countries will have it in the next 20 years. I don't think US companies will see Europe as a permanent market either — their own market's too big."



For Mr Haus the threat is also a familiar one. "I remember very well how 20 years ago the Scandinavians were asking us to concentrate on sophisticated specialities, and telling us they would produce the big mass grades. The German industry didn't follow that advice, and today we have a balanced range—very competitive on bulk grades, with smaller and more specialised mills as well."

In the UK, capacity for bulk grades has been cut back drastically, and much of the industry has retreated into the lower-volume, more specialised part of the market. But, Mr Haus says, the two cases are not comparable.

"German competitiveness in bulk grades isn't a miracle. In the UK and France, companies didn't invest in new machines for bulk grades, and if you don't do that every 10 years you're not competitive. Our companies haven't tried to squeeze the last bit of profit from existing machines; a lot of them are family-owned, and the families were prepared, sometimes over many years, not to make profits—it all went back into the machines."

The point is reinforced by Mr Hartwig Geginat, chairman of Feldmuhle, one of Germany's most successful paper makers. "We started to restructure early, and we did a better job. For example, we got out of newsprint at the end of the 1950s, and went in two directions—added-value grades, and a switch in raw materials from pulp to waste and wood-containing papers. Germany is now Europe's strongest industry in wood - containing papers, whether coated or uncoated—and that includes Scandinavia."

That wood-containing sector covers precisely the coated magazine grades which saw such spectacular growth in 1984—20 per cent by volume, in the case of the European market. That growth has belatedly led to an outburst of expansion which is deeply worrying for the industry.

"There is 1.8m tonnes of new European capacity going into that sector between now and 1990," says David Clark. "We reckon there will be only 700,000 tonnes of new demand. It's a good growth area, but this could drive operating rates below 70 per cent, which in this business is a catastrophe." Or, as Mr Gammie gloomily puts it on the other side of the Atlantic: "All those crazy Europeans, pushing in all these damned machines."

To an extent, this is not only normal in the industry, it is also inevitable. As Mr Clark says: "The boom years were 1974, before the 1975 crash, then 1979 before the bad recession years, and then the miracle year of 1984. It's partly a matter of the industry rolling in money in the boom years, and partly because the banks want you to demonstrate a good order book and a good price level. So the years when you go to the bank to expand are 1974, 1979 and 1984." Or, as Hartwig Geginat philosophically puts it: "We're used to these fluctuations—it's a cyclical industry."

For Europe, as industry executives privately concede, it could be different this time. If the industry indulges in an orgy of over-capacity in the face of a new kind of international competition, it could find the next cyclical upturn harder going.

The dilemma is, however, that investment is still essential for survival. The point is underlined by the contrasting cases of Spain and Austria.

The Spanish industry is facing exposure to full EEC competition and, says Mr Clark, is sunk in pessimism. "They haven't invested, or if so unwisely, and they're in the hands of the banks. They also used to have tariffs of around 20 per cent and no VAT, so they're facing a double whammy. They're admitting defeat, whereas now is the time to say there's no reason why they shouldn't succeed, especially given the trend to internationalisation."

Austria is a precisely opposite case—an industry which has strengthened its export performance remarkably in recent years. Again, says Mr Geginat, the key has lain in investment.

"They were concerned that if they didn't invest they would disappear between Germany and Italy. So they've been modernising very strongly in the past five years and in the past couple of years the results have been coming through."

Pressure on EEC manufacturers, though, seems bound to increase. In developing countries the paper industry is still in relative infancy. In Scandinavia, both Swedish and Finnish producers have the declared aim of increasing capacity and the US, with plenty of scope still to expand in the low-cost southern states, will be better equipped than most European countries to hold off foreign competition.

The international trend in the industry still has only a small impact in the US and European markets as measured in company sales and profits but, as a recent circular from the New York broking house Salomon Brothers puts it: "Structural change will be dramatic."

"What globalisation means," says Mr Gammie, "is that increasingly products will be made where they are best suited. Pulp will be made in developing countries, lightweight coated paper where you have economies of scale and cheap water and power—like here in the US—and, increasingly, the Europeans are going to have to specialise."

Men and Matters

Robinson takes over at IFS

The appointment of Bill Robinson as director of the Institute for Fiscal Studies is as unlikely to please Arthur Scargill, leader of many of Britain's miners, as was the confetring of a knighthood on Ian MacGregor.

Robinson's views on the coal industry are distinctly hawkish. He regards widespread closures both as inevitable and as the only long-term saviour of the business. MacGregor, he implies, has merely been pussyfooting around.

Robinson's muscular research into the prospects for coal may in fact have tipped the balance in his favour with the IFS. A long-standing macro-economist, with a forecasting bent, he needed a nitty-gritty piece of analysis to present to the ardent micromen of the institute.

He very much admires John Kay, his predecessor as director. Kay, was, he say, a tremendous innovator. But you need *a different team to stay in the* first division to the one with which you won promotion. I aim to keep the IFS at the top."

Oddly, although he boasts of an A-level in economics and took PPE at Oxford, Robinson's doctorate is in philosophy. He is like Peter Jay, he says, in having switched successfully to economics in mid-stream. He spent some time at Sussex University, "when it was trendy," before moving first to the Treasury and then to the European Commission. It was as a fonctionnaire in Brussels that he first took up serious forecasting, specialising in currency matters. He developed his theme at the London Business School, where he has been a prominent guru since 1980.

Music is a subsidiary passion. On the BBC's Panorama once, he could be observed solemnly playing the bassoon while a voice-over informed us of his equally resonant views on coal.

"It's stress—cut out watching Test matches, the World Cup and forget Wimbledon completely"

Pollster's poll

It was just a matter of time, I suppose, before the pollsters started quizzing themselves about *their* opinions.

Bob Worcester, chairman of MORI, was at the weekend collating the results of a poll of his own 50-strong staff on their attitudes towards their work and the company.

"We've done hundreds of such employee attitude surveys for other companies," he says, "and I thought we had now reached the size where a similar exercise might be useful for ourselves."

The first thing to report is that 86 per cent of the MORI staff filled in the questionaires—much better than the usual 70-75 per cent "though I'm a bit disappointed it wasn't 100 per cent," says Worcester.

Half the staff thought they had too much work to do. Only one said he/she could do more. "It wasn't me," Worcester admits, breaking his own anonymity rules. "I'd like to know who it was."

There were a few suggestions that the company could be more efficient, and better organised. But most thought the organisation was hard-working and successful.

And—heartening this for an organisation that relies on public faith in its accuracy—all those polled said they believed all that MORI told them.

Universal news

Former Mirror group chairman, Clive Thornton, wants to turn the Catholic weekly, The Universe, into a rival for the new left-of-centre Sunday newspaper he has been helping to plan.

Thornton has been an adviser to the team preparing for the launch next spring of the News on Sunday. Trade unions are putting up most of the money. But, irritated by the "ultra democratic" pace of decision making, he has moved away from the group and is about to become a director of a company formed by the church-financed Catholic Media Trust to buy and run The Universe.

In today's edition of UK Press Gazette, Thornton says the News on Sunday team are "idealists in a world where you have to make things happen."

The board they appointed is chaired by Nicholas Horsley of Northern Foods, and includes the award-winning journalist, John Pilger, who parted company with the Daily Mirror after Robert Maxwell took over. They are about to advertise for a Manchester-based editor.

While they are recruiting, Thornton wants to turn The Universe—currently published on Thursdays, but sold mainly at church doors on Sundays—into a full Sunday newspaper.

Thornton says: "Two-thirds of The Universe's market is right in the middle of what the News on Sunday keeps talking about."

Monsignor George Leonard, who will represent the Catholic Media Trust on the new Universe board, says: "It used to sell 300,000 copies. It's down now to about 130,000. I think the half million figure Clive is talking about is very attainable. We want to sell more to Catholics but we also want a broader reader profile; a paper which will have a Catholic approach but report more than just Catholic news."

Different tastes

A tale of cultural—and culinary—shock comes to me from the Nissan car assembly plant near Sunderland, in north-east England.

The introduction of unfamiliar Japanese dishes alongside such British staples as fish and chips or steak and kidney pud has caused much light-hearted bemusement among the locals.

But the native diet, in turn, has puzzled many a visiting Japanese manager. One was recently seen loading his plate with rice and barbecued chicken. He then proceeded to the sweets counter and asked *for a dollop of custard to be* ladled over it.

The serving staff politely told him that was not the use for which the custard was intended. When the Japanese visitor persisted, the chef was called.

A sweet item should not be mixed with a savoury, the chef explained. So why, asked the Japanese manager, did the canteen serve a peach slice with pork and a ring of pineapple with the gammon?

Stumped by such logic, the chef resignedly poured the custard over the chicken and rice.

New lines

Visitors to the Nissan plant, I can also report, have been puzzled by the appearance of red and white lines in the aisles between the production tracks. Some new Japanese production technique? Not demarcation signs, surely?

"They are badminton courts," one of the managers tells me. "The lads like a game after work."

Observer

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Foreign Affairs: Europe's defence

Beyond the atomic mantra

By Ian Davidson

IT IS a truth universally established that when a politician speaks about nuclear weapons he is all too liable to take leave of his senses. His eyes glaze over, his glasses fog up, his voice rises an octave, his courage deserts him, and his brains turn to glue; he is speaking of The Most Important Question, of the Mighty One before whom all must bow down; therefore he is not merely entitled, he is expected, to talk ecstatic nonsense.

The mesmeric effect of the atomic mantra is most pronounced in Europe, where the nuclear quandary poses the most difficult problems; but it also shows up on the other side of the Atlantic. President Reagan and his faithful acolytes chant a spaced-out saga of a leak-proof astrodome to ward off The Mighty One; Mr Richard Perle of the Pentagon asserted the other day that any US senator who was not in favour of equipping one extra B-52 with air-launched cruise missiles was on the side of the Russians.

In France, for over a quarter of a century parties of all persuasions have babbled in close harmony about the bomb, though they may now be starting to wake from their long sleep. In Britain, the Conservative and Labour parties have long suffered from the same hypnosis, even if their incantations have been diametrically opposed; the SDP and Liberal parties were, until recently, making valiant efforts to talk sense, but last week they, too, relapsed.

The spell is the belief that, because nuclear weapons are so awful they provide the unique key to the most important question, how to unlock the door to a nationally-independent

European governments cannot talk seriously about defence if they concentrate too heavily upon nuclear weapons like Polaris (left) and France's nuclear strike aircraft, the Mirage 4000 (right)

The primitive totem of a national nuclear deterrent

security policy. In the long-standing French version of the dream, the mere possession of *la bombinette* was represented as a sort of Maginot line in the sky, conferring absolute security on the national sanctuary, regardless of anything which might happen across the frontier. In the Labour Party's dream, the bomb is transmogrified from saint to Satan: if it can be cast out, even at the cost of leaving the Atlantic Alliance in ruins, Britain will be able to creep away to safety under some large wet stone, thanks to the pacific forbearance of the Soviet Union. Conservatives sound wide awake when they emphasise Britain's commitment to the Alliance; but in the dark they worship the primitive totem of a nationally-independent nuclear deterrent, even if its purpose cannot be rationally explained.

The plain fact is that, if you are a medium-sized European power and if your problem is the putative threat from the Soviet Union, you cannot have a nationally-independent defence policy. For other purposes, maybe: for fighting the Libyans in Chad, for example, or for fighting the Argentinians in the Falklands; but not for facing the threat from the Soviet Union.

For medium-sized powers like Britain and France, nuclear weapons may be, or may become, significant in some last resort—in which case they would be, of course, not just significant, but critical. But this last-resort characteristic of nuclear weapons makes them at best conditional: dependent for their rationale and eventual utility on an integral relationship with the rest of the defence posture. If there is security to be had, it is only through joining forces with other countries whose ultimate interests will inexorably be the same; and nuclear weapons will make sense only if they are in some coherent way integrated in that alliance context. The idea of a nationally-autonomous nuclear force, separate from the rest of the defence policy, has a primitive appeal; in psychological terms it may serve some domestic political purpose—for example, to create a sense of trust in the elected government; but so long as it is purely national, its function cannot be rationally explained, and it remains magic.

The French are beginning to awake from their Gaullist dream, to acknowledge that their nuclear force cannot provide a perfect sanctuary for France; and that even if it did, French national interests would be profoundly, perhaps fatally, damaged by any geo-political shift east of the Rhine. They have yet to find a way of reconciling the political appeal of national autonomy, which has for so long preserved them from the bitter controversies of other European countries, with the need for a more alliance-oriented defence policy. But at least they have started talking about it.

When Britain first set out to build a national nuclear force, it was for a confused bundle of motives: nostalgia for the greatness of World War II; reluctance to settle for second-class military status; a belief that nuclear weapons would provide a ticket to some etheral Top Table; and the need for a bottom-drawer insurance policy in case the Americans should ever go home.

Of these rationalisations, only the last remains; the rest have disappeared down the plug-hole of history. So long as the US remains committed, through a large military presence, to the collective defence of Europe, the British (and French) national deterrents are essentially redundant. In the event of a conflict in central Europe which involved 300,000 American troops, it is virtually inconceivable that any sane British government would (or should) be prepared to cross the nuclear threshold before the US was ready to do the same; in which case, Britain could add little to the incomparably greater fire-power of the US.

In theory, the British nuclear force would deter attacks on British territory; but the American nuclear forces would probably provide an even more convincing deterrent because their nuclear bases in Britain would be obvious priority targets for the Soviet Union. Official British arguments that deterrence is strengthened by having more than one centre of decision in the West are 90 per cent waffle; the only real justification for the British nuclear force is as a bottom-drawer insurance policy if the Yanks go home.

The likelihood of such a departure remains incalculable. The present administration remains strongly committed to the Nato Alliance, and America's stake in Europe gives it powerful reasons to continue this commitment. Nevertheless, serious tensions are at work.

In America there is manifest and growing unease over the nuclear dangers of a conflict in Europe. And in Europe there is serious disquiet over President Reagan's global unilateralism, and over the recklessness which launched him into his Star Wars programme. Budgetary pressures on both sides of the Atlantic can only add to American complaints that Europe is not doing enough to contribute to Western security. And if President Reagan's gamble on the arms control front turns sour, it could mark a watershed in transatlantic relations. A new American president might be more amenable to European influence; but it is difficult to believe that the structural strains are likely to diminish and impossible to assume that American troops will be in Europe for ever.

So, if the Americans ever did go home, what then? The trouble with the insurance policy argument for Polaris/Trident is that it does not provide an answer to the question by itself. A small independent national nuclear force would have very uncertain deterrent value in the face of the vast Soviet arsenal, and would make little sense unless it was closely integrated with the conventional defence of Europe.

The traditional assumption has been that Europe could not provide itself with a credible conventional defence against the Soviet threat; certainly, European governments have done their best to evade the question, partly because they were anxious to retain the deterrent capability of the US nuclear arsenal, partly because they were reluctant to face the costs of higher defence spending. Yet in terms of population, gross national product, industry, technology and political stability, Europe is not at a disadvantage to the Soviet Union. In the face of absolute necessity, it is hard to see any objective reason why Europe could not defend itself in conventional terms. There is only one absolute condition, of course: that the defence postures of the European countries would have to be much more closely integrated than they are at present. And that means advance preparation, since it could not be improvised overnight.

Last week's joint report by the SDP and Liberal parties on Defence and Disarmament made a valuable attempt to wrestle with some of these problems. Unfortunately, attention was once again distracted by a recurrence of that narrow, long-standing quarrel over whether Britain should keep a national nuclear force. Dr David Owen says yes, absolutely; in search of compromise, the report said maybe.

But on the broader and more important questions of Britain's defence and security, Dr Owen and the joint commission both stress the same central point: that the objectives are closer links with Britain's European partners, a stronger European pillar within the Atlantic Alliance, and a more united European voice in talking to the Americans. Precisely how these are to be achieved is left somewhat in the shadows, but the political direction is unmistakable. "It has always been inevitable," says Dr Owen, "that a force would emerge from under the shadow of the US that was fundamentally European in outlook and interest. . . . If there could be

US dominance of Nato must end, says Dr Owen

a tripod of Franco-German-Anglo understanding, the so-called European pillar within Nato would be immensely strengthened. . . . The US dominance within Nato must end."

Whether such an evolution is inevitable seems to me debatable: many European governments will resist it, for fear of irritating the Americans before it happens, and out of reluctance to accept the consequences. What is certainly not inevitable is that any shift in the European-American relationship will be on terms that are necessarily favourable to Europe's long-term security. That will happen only if the key European governments start to talk seriously about the broad problem and ways of handling it; but they cannot talk seriously if politicians remain fixated on narrow nuclear issues.

Lombard

Mutual distrust on nuclear power

By Max Wilkinson

ARE BRITAIN'S Magnox nuclear reactors ready to be pensioned off? The oldest has been operating for a quarter of a century, and most of the 18 reactors of this type are more than 20 years old.

Moreover, the design of this first generation of nuclear power plant is obsolete in many respects. Corrosion problems proved worse than the designers expected, while safety specifications have tightened steadily since.

Even before the accident at the Soviet nuclear reactor at Chernobyl, Britain's Nuclear Installations Inspectorate and the Central Electricity Generating Board were engaged in a detailed review of the safety of the elderly Magnox plants. Now, in an atmosphere of general fear and suspicion about nuclear safety, the investigation will come under a much harsher spotlight.

In the present climate there will be strong political pressures to play safe, by closing down some older nuclear stations earlier than the experts say is necessary, but the financial penalty could be huge: the capital costs are almost written off and the running costs are very low. The CEGB estimates that the Magnox stations will save the country £1.5bn for every additional five years they stay in service. That is the equivalent of 25 medium-sized hospitals or 6,000 scanners.

Snippets

If the public is to debate nuclear safety it is particularly important that it should be well informed. However, some of the recent efforts to stir up public interest in the subject have been discouraging. For example, a Thames Television TV Eye programme last Thursday used a leaked internal report from the Central Electricity Generating Board without any official comment from the CEGB. Lord Marshall, the chairman, offered to be interviewed only if the interview was live, but this was rejected.

Such mutual distrust can only spread public confusion. The reports being prepared on the early Magnox reactors already run to more than a hundred thousand pages.

Investigations by TV reporters uncover only snippets of the information already known to the inspectorate. The idea that bolts on the main reactor frame are getting progressively rustier sounds alarming on the face of it. However, inspectors may decide as they have in the past, that the reactors are safe because the overall design can easily cope with a few individual failures. Even if a large number of bolts were to shear at the same time as the rupture of a pressure tube in the heart of the atomic pile, they still may be satisfied that the reactor would shut itself down harmlessly.

Safeguards

Most people are familiar with a simpler form of this risk assessment. Nobody would drive a car, for example, if they believed the throttle was likely to jam in the fully open position. But drivers accept a remote chance of this happening because they know that they could switch off the ignition. In the case of a nuclear safety analysis, the dangers may seem vivid and are indeed emphasised by the safety engineers. But the safeguards may depend on a quite different part of the system not understood by the public.

Hitherto, most people have been content to leave these complexities to the experts, but after Chernobyl greater openness will be inevitable. Voters will refuse to accept nuclear power unless they can be persuaded to feel as safe as they do with their car.

Clearly, laymen cannot be expected to read thousands of pages of technical analysis, but much better efforts will have to be made to explain in some detail exactly how safety systems work, and to ensure the main points can be understood by anyone interested.

Power station workers and their families appear to have no difficulty in accepting the industry's case that reactors are safer than cars. But the nuclear engineers grossly underestimated the scale of the task in convincing the rest of the population. The old posture of defensive arrogance dies hard, but unless the industry adapts fast it will be voted out of existence.

Letters to the Editor

Copying the Japanese

From the MP for Amber Valley

Sir,—I regret having to take issue with my old friend Jimmy Bake of Rank Xerox, but some of the points made by him in defence of the EEC's investigation into the dumping of photocopiers (June 10) were a little misleading.

Although Rank Xerox imports only a tiny number of fully-assembled copiers from Japan, almost all of its lower and lower-medium range machines, representing well over half of volume sales, are assembled from kits imported from its Fuji Xerox associate in Japan. There is, therefore, virtually no significant European manufacturer of lower and lower-middle range office copiers—Océ of Holland specialises in upper-middle range machines, Develop is a tiny company now owned by Minolta and over the past five years Olivetti, Olympia, Pelikan, Apeco and Gestetner have all ceased copier manufacturing.

The issue, however, is not, and should not be, whether Europe has a viable photocopier manufacturing industry, but rather whether the Japanese are dumping copiers. The answer is a clear no. The Japanese have achieved their market leadership in the lower and middle reaches of the market quite simply by supplying well designed and generally reliable photocopiers of the kind that businesses wish to buy. Their efforts were facilitated by the fact that during the period of the main Japanese push into Europe, Xerox was selling largely obsolete and reconditioned copiers at the lower end of its range. Since the launch of the vastly better "10 Series" in 1984, Xerox's market share has risen.

The effects of anti-dumping duties would be as follows: higher profits for Xerox; some more assembly plants for Japanese copiers in Europe—these would create very few extra jobs but would consolidate the Japanese hold on the market; and substantially higher prices for copier buyers. This is actually what has happened as a result of the ludicrous anti-dumping duties imposed on the Japanese electronic typewriter manufacturers.

If, however, the Japanese are genuinely guilty of dumping photocopiers, that guilt surely must be shared by Xerox, Olivetti, Olympia, Gestetner, Triumph Adler, Océ and all the other European companies which sell Japanese copiers as part of or all of their copier ranges.

To pretend that the European industry has been clobbered by the unfair trading practices of the Japanese is simply to bury our heads in the sand. The Japanese in most fields have succeeded simply by producing good products, taking full advantage of the available technology, and marketing them well. Unless we realise that, we have no chance whatsoever of sorting our own industries out.

Phillip Oppenheim.
House of Commons, SW1.

Soviet move amounted to EEC recognition

From Mr J. Boyd, QC

Sir,—You reported (May 29) that the Soviet Union now appears to be willing to "recognise" the EEC.

In fact, the Soviet Union has already done something which must be equivalent to formal recognition of the Community. In 1983 its trading organisation Raznoimport sued the European Commission in the European Court of Justice in a case concerning the dumping of nickel. A Soviet representative was asked at the time of the hearing in Luxembourg whether this first use of a Community institution by the Soviet Union had any political significance. He replied, rather blandly, that it had none.

John Boyd, QC.
Avenue de Cortenbergh 118-128, Brussels.

Yob rule—arma virumque cano

From Mr D. J. Sawyer

Sir,—My attention has been drawn to the letter (June 10) from Mr G. M. Simon, and his version of the encounter in Wellesbourne, Warwickshire with an eponymous "yob."

I recently visited Wellesbourne on my small motorbike in order to purchase a yard of its renowned frozen sausage. Upon leaving the village I was nearly forced off the road by the driver of a red Aston Martin — to wit Mr G. M. Simon who was proceeding "in mediam viam."

The fanciful report of the ensuing altercation, while leaving me in no doubt as to Mr Simon's literary ability and expertise in the disciplines of biology and physics, demonstrated an ignorance of contemporary phenomena, viz his failure to distinguish between a frozen sausage and a jack handle.

Indeed, Mr Simon also exhibits little practical mechanical knowledge if he believes that a small motorbike is equipped with a jack. This ignorance of the modern world, alas all too common among Latin scholars, is perhaps not unconnected with this country's notorious decline as an industrial power.

Although I am indebted to Mr Simon's exegesis of the primary meaning of "educere," I find his educing of the secondary meaning, i.e., to beget, with reference to my sausage, frozen or otherwise, prurient in the extreme.

It is clear from the foregoing that Mr Simon's contention is defective as, in my case, the experience of disciplined learning and even a resulting knowledge of Latin, does not, per se, provide a guarantee against the imputation of "yobbere" (infin?).

D. J. Sawyer.
11 Glenloch Court, Glenloch Road, NW3

VAT simplification would save £1.6bn

From Mr J. C. Holland

Sir,—I should like to correct the impression given in Graham Bannock's article (June 3) that the National Federation of Self Employed and Small Businesses is seeking, in effect, to replace VAT with a comprehensive sales tax.

The truth is that VAT already is such a tax. Despite its name, it is certainly not a value added tax.

Consider two simple transactions. A retailer (R) buys goods from a wholesaler (W) for £120 plus £18 VAT in March. He sells those same goods to a member of the public (P) in September for £160 plus £24 VAT. If value added tax theory is to be believed he will remit to the Government £6 consisting of the £24 received from P less the £18 paid to W which he is entitled to reclaim.

Not so. There is no relationship whatsoever between the tax which a business claims on its purchases and that which is remitted on its sales. R will reclaim the £18 paid to W in March and remit the £24 received from P in September. Meanwhile W will be remitting the £18 he has received from R. If his quarterly return is made in March the Government will receive £18 from W and repay it to R in the same month. If W's return is in April, R will reclaim the £18 one month before it is received from W. If in May the Government will repay the £18 two months in advance of the receipt.

What is clear is that, regardless of when W remits the tax and R reclaims it, the Government will receive nothing from that transaction but will receive the whole of the yield from the goods via the output tax return of R. Every VAT registered business throughout the EEC is required to record, return and remit VAT on its sales to other similar businesses while its customers are forced to record, return and reclaim identical amounts with no benefit to anyone in the process. Governments throughout the EEC employ thousands of civil servants to check this unnecessary work. Shortly the UK will impose swingeing penalties on businesses which do not process these useless returns within 30 days.

Equally importantly, payment of the tax between registered businesses reduces the total yield. As the example above shows, the whole of the £24 VAT due on the sale of the goods is paid by P to the retailer. That £24 together with VAT on all sales to the public during the quarter to September is included in R's output tax return. From this he deducts VAT paid to his suppliers for that quarter. By this means the major part of the VAT yield which would otherwise have been paid directly to the Government is being passed back to his suppliers for collection. His suppliers also have suppliers and so on. Each transaction between registered businesses merely spreads the yield which has already been received and accounted for by the retailers among all registered businesses for collection In addition to unnecessary administration and compliance costs the Government is also losing in the region of £500m a year of the yield through fraud and evasion prior to the retail stage.

The common sense solution ,therefore, is that advocated by the federation, to zero-rate credit transactions between registered businesses. This would eliminate all the unnecessary work and wastage and would save the UK economy alone about £1bn a year. It would not change the nature of the tax but merely rationalise its administration. It would do this by use of the zero rating mechanism which is an integral part of the existing tax and in a manner which is wholly consistent with the EEC VAT directives.

The Humphrey Applebys of Customs and Excise, having dropped an almighty clanger when they produced the 1971 Green Paper on VAT, have prevented Treasury ministers from learning the truth by using every weapon in their considerable armoury. They have been assisted in this by the Institute of Chartered Accountants in England and Wales, whose policy-making members espoused the mistaken view of the tax given in the Green Paper.

J. C. Holland, FCA.
VAT/Tax Committee, NFSE and SB, 29, Moorland Rd, Stoke-on-Trent.

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FINANCIAL TIMES

Monday June 16 1986

OVERSEAS MOVING BY MICHAEL GERSON
01-446 1300

Terry Byland on Wall Street

Uncertainty rules the day

A STOCK MARKET still apparently lacking direction and, sometimes, simple rationality, offers ample opportunities for the bold, or, some would say, the foolhardy.

At the beginning of the week, when the employment data seemed to indicate a sluggish economy, Wall Street dropped. Quite right, except that on Friday, when the industrial production numbers appeared to be saying exactly the same thing, Wall Street soared.

Turnover was restrained in both sessions, and the bond and stock index futures were driving equity trading programmes.

The uncertainty over the pace of the US economy lies at the heart of *the stock-market dilemma* because it overrules all other arguments about the outlook for interest rates and for the policies of the Federal Reserve, and of course corporate profits.

Few Wall Street analysts are prepared to take an outright bearish stance on the economy and therefore on the stock market. The balance of opinion is that the economy, and the market, are pausing before resuming the advance.

For those taking that cyclical view, the food and retail sectors have been attractive recently. But those stocks are particularly vulnerable to rising unemployment and have come under a cloud since the disclosure that unemployment increased in May to 7.3 per cent.

Company	Price	Yield
Enron	41⅞	6.1
Transco Energy	48	12.1
Pan. Eastern	40	5.7
S+P 500	245.21	3.36

The mainline industrial stocks, which might be expected to lead the way forward again when the direction of the economy becomes more clear, still look vulnerable to a market shakeout, especially one sparked off in the stock index futures.

But energy stocks, despite the uncertainty in crude oil futures, have begun to attract interest. It is a little too early for bargain hunting among the major oil stocks – although they might quickly respond to a recovery in crude prices.

It is the natural gas issues that have begun to move into focus and to attract the takeover speculators, which are always the first sign of spring for stock prices.

Natural-gas prices have steadied in the past month and appear likely to ride out the summer months. As in the case of oil, the search rig count has fallen dramatically and now stands at a post-war low. Unlike oil, however, a sudden recovery in demand could not be quickly supplied from outside the US. Even a harsh 1986–87 winter would mean a quick rise in demand.

Takeover speculation lay behind the upswing in May and is likely to continue spurring many stocks ahead. Enron, formerly Internorth, went ahead strongly in May and is now repeating the performance in the current month. The gain in the shares, which is believed to reflect demand from leading US and foreign institutions, is a pointer for the rest of the sector.

Enron's earnings, it is generally accepted, might be down this year, so those leading buyers must have confidence in the restructuring put into effect since the 1985 merger with Houston Natural Gas. For the short term, Enron's planned recapture from the pension fund might add $40m to this year's net profits.

Transco Energy attracts both permanent investors and takeover hopefuls because of its high yield. The yield includes the payout in units of TXP (Transco Exploration Partners).

After Friday's extraordinary rise in the stock market, crystal balls *may become standard issue* for Wall Street analysts. But the last peak in Wall Street was swiftly followed by the biggest one-day fall since this widely quoted market index was invented.

Standard Oil issue will be linked to spot price

BY WILLIAM HALL IN NEW YORK

STANDARD OIL, British Petroleum's majority-owned US subsidiary, is raising $250m by issuing a new type of security to enable investors to benefit from future rises in the price of oil.

It is believed to be the first time a leading oil company has issued debt securities linked to the price of oil, and is the first sign of the financial innovations that Standard Oil's new senior management team is planning to introduce to strengthen the group's balance sheet during a period of considerable volatility in world oil prices.

The company plans to issue 31,250 oil index units, consisting of $250m face-amount of debentures due in 2001, $31.25m of detachable oil index notes due in 1990 and $31.25m of detachable oil index notes due in 1992.

Mr John Browne, the former group treasurer of BP, who took over as Standard Oil's chief financial officer in April, says that, as part of each unit, the oil index note will earn contingent interest pegged to increases in the spot price for West Texas Intermediate, the benchmark US crude-oil price.

Mr Browne said: "The notes allow holders to benefit from oil price volatility, or to diversify their own exposure to energy costs while enjoying a guaranteed return of principle at maturity. Standard Oil is issuing the securities as a means of hedging a portion of its crude oil production while lowering its cost of borrowing."

The issue, which is expected to be priced over the next few days, should reduce Standard Oil's borrowing costs by about 2 percentage points, from the estimated 9.7 per cent cost of traditional financing, for Standard Oil.

Mr Browne said the debentures and notes would appeal to two very different sorts of investors and were expected to trade separately.

The debentures are aimed at, more traditional investors who like to buy paper issued at discount and the oil index notes are aimed at investors who might be linked to big *oil users such as airlines, shipping* companies and utilities. For companies such as those, the notes provide some insulation against the negative effects of the rise in oil prices on their business.

Although the issue has not yet been priced, it is understood that if the price of oil were to recover from its current level of about $13 a barrel to about $30 a barrel, during the life of the security an investor could expect to earn the same sort of return as on a similar maturity corporate note. However, if the price of oil were to rise to $40 a barrel, an investor would earn a considerably higher return on the paper.

The debentures will be issued at a discount of about 75 per cent. Interest on the oil index notes will be paid only upon maturity or redemption and will be based on the excess, if any, of the spot price of West Texas Intermediate (up to a maximum of $40 a barrel) above $25 a barrel multiplied by a certain number of barrels which will be determined separately

First Boston and Lazard Freres and Co will manage the issue and the notes and debentures will be listed on the New York Stock Exchange. The money will be used for general corporate purposes and *Standard Oil says it will earmark* between 10m and 15m barrels of oil to cover the notes.

While the oil index notes are relatively small items in Standard Oil's total borrowings, Mr Browne said that if the issue was a success he expected that Standard Oil would issue further units of similar securities.

International capital markets, Page 21

GM expected to cut UK jobs after failure of truck talks

BY PETER RIDDELL AND KENNETH GOODING IN LONDON

GENERAL MOTORS of the US is close to announcing a redundancy programme for its Bedford commercial-vehicle subsidiary in Britain.

That follows the collapse last March of talks between the UK Government and GM, which wanted to buy state owned BL's Land Rover-Leyland commercial-vehicle division and merge it with Bedford.

The negotiations foundered after 18 months when the Government found it impossible to work out a formula to satisfy its backbench MPs by keeping Land Rover in British hands. BL ultimately decided to keep the Land Rover business, possibly to return it to the private sector by way of a stock-exchange flotation in two or three years' time.

GM, the world's largest automotive group, was expected eventually to return for further talks about Leyland Trucks alone, once the heat had gone out of the situation.

Instead, GM appears to be seeking its own solution for Bedford, which has facilities in Luton and Dunstable, north of London.

In 1984 Bedford suffered a net loss of £62.4m ($95m) and an even greater one last year.

Uncertainty over Bedford's future and a rapidly ageing range of trucks have had an adverse impact in the UK market and last year Bedford was overtaken by Daimler-Benz, the Mercedes group of West Germany, and pushed into fourth place among the heavy truck producers.

The Bedford workforce has already been cut from 9,700 in 1983 to 6,900. Now British MPs are bracing themselves for the imminent announcement of a further substantial reduction.

GM is likely to soften the blow as much as possible by offering generous redundancy terms.

The US group seems to have run out of potential partners for Bedford. Talks with Enasa, the state-owned Pegaso truck and bus group of Spain, and MAN of West Germany fell through before the discussions with Land Rover-Leyland were aborted.

It is believed that GM subsequently approached the French Government about a deal with state-owned Renault's truck division but the talks did not get very far.

Mr Eric Fountain, director of public affairs for GM's Vauxhall and Bedford subsidiaries, said at the weekend that various strategies for Bedford were being considered but no decisions have been made yet.

He admitted that the severity of Bedford's difficulties after the potential merger with Leyland fell through might call for drastic action by GM. "But we will tell our own people first and there is no way I am going to speculate about what the eventual outcome might be," he said.

Mr Fountain said there had been no further contacts with the UK Government or BL after the collapse of the takeover talks.

Bedford's financial results for 1985 had recently been finalised, he said, and they would be published in the next week or so. Bedford's loss was "at least at the 1984 level."

The lossses are partly due to an expensive transitional phase at Bedford during the past two and a half years in which the van operations at Luton have been rationalised at the cost of about £50m

OECD urges swift reform on Portugal

BY PAUL BETTS IN PARIS

PORTUGAL must rapidly implement wide-ranging reforms in agriculture, industrial relations and public spending, and encourage domestic saving and foreign investment, to make its entry into the Common Market a success.

That is the conclusion of the annual report on the Portuguese economy by the Organisation for Economic Co-operation and Development (OECD). The Paris agency says action must be taken swiftly to ensure that the advantages of EEC membership for Portugal outweigh the risks.

Portugal must strive to increase capital formation, improve and adapt professional training and make hiring and firing conditions more flexible, the OECD says. It gives a warning that foreign investors might be put off despite Portugal's lower absolute labour costs if they feel labour market conditions are not sufficiently flexible.

The OECD says EEC entry will gradually open new markets for Portugal, offer the benefits of Community financing, and may also help encourage foreign investment. But it will also open the domestic market and subject Portugal to competition from other EEC member countries with stronger economies.

The Paris agency recommends greater control of and, if possible, cuts in public spending. That would be best achieved by controlling civil service staffing expenditure. The OECD also recommends the public sector to shed to the private sector all those activities it can transfer under the Constitution.

It believes big curbs on spending will probably not be enough to reduce the public deficit and that Portugal will need to increase tax revenue. The best way to achieve that *would be to broaden the tax base*, according to the report. It adds that that could be done by bringing more income and goods into the tax base and clamping down on tax evasion.

Ceiling on interest rates, Page 3

World Weather

		°C	°F			°C	°F			°C	°F			°C	°F
Ajaccio	F	20	68	Dubrovnik	S	28	82	Malta	S	26	79	Rhodes	S	27	81
Algiers	S	25	77	Edinburgh	-	—	—	Manchester	S	24	75	Rio de J'o	S	31	88
Amsterdam	S	25	77	Faro	C	22	72	Manila	S	34	93	Rome	F	23	73
Athens	S	32	90	Florence	R	28	82	Melbourne	C	11	52	Salzburg	S	28	82
Bahrain	S	35	95	Frankfurt	S	28	82	Mexico City	S	27	81	San Francisco	S	20	68
Bangkok	S	34	93	Funchal	C	21	70	Miami	C	30	86	Seoul	C	19	66
Barcelona	-	—	—	Geneva	S	20	68	Milan	C	24	75	Singapore	R	25	77
Beirut	S	26	79	Gibraltar	S	24	75	Montreal	C	17	63	Stockholm	S	26	79
Belfast	S	21	70	Glasgow	S	24	75	Moscow	S	22	72	Strasbourg	S	26	79
Belgrade	S	28	82	Guernsey	C	17	63	Munich	S	26	79	Sydney	F	17	63
Berlin	S	25	77	Helsinki	F	24	75	Nairobi	C	23	73	Taipei	R	33	91
Biarritz	S	25	77	H. Kong	F	31	88	Naples	F	25	77	Tangier	F	23	73
Bordeaux	F	31	68	Innsbruck	S	25	77	Nassau	R	30	86	Tel Aviv	S	26	79
Boulogne	S	27	81	Inverness	S	18	64	New Delhi	S	38	100	Tenerife	F	23	73
Brussels	S	25	77	Islamabad	S	42	107	New York	S	29	84	Tokyo	S	25	77
Budapest	S	28	82	Istanbul	S	28	82	Nice	C	23	73	Toronto	C	23	73
B. Aires	F	19	66	Jakarta	S	33	91	Nicosia	S	29	84	Tunis	S	26	79
Cairo	S	33	91	Jersey	S	22	72	Oporto	S	22	72	Valencia	F	29	84
Cape Town	S	23	73	Jo'burg	S	16	61	Oslo	S	24	75	Venice	S	27	81
Caracas	C	27	81	Lima	C	19	66	Paris	C	25	77	Vienna	S	25	77
Casablanca	S	22	72	Lisbon	S	27	81	Peking	F	26	79	Warsaw	S	24	75
Chicago	R	18	68	London	C	24	75	Prague	S	25	77	Washington	-	—	—
Cologne	S	28	82	Los Angeles	S	27	81	Reykjavik	R	8	46	Zurich	S	23	73

Readings at mid-day yesterday:
C-Cloudy D-Drizzle F-Fair Fg-Fog H-Hail R-Rain
S-Sun Sl-Sleet Sn-Snow T-Thunder

ANC warning on terrorism

Continued from Page 1

blanket ban on meetings to commemorate the rising.

Whites have been urged by black and religious leaders to demonstrate their own shared sense of sorrow for that tragic event. The Johannesburg Star newspaper printed a yellow flower which it suggested South Africans of all races should paste up in their home or car windows as a gesture of solidarity – only to be warned that such an act would be "subversive" under the emergency laws.

Meanwhile, the funeral will take place later this week in Johannesburg of Mr George De'Ath, the 34-year-old freelance cameraman who died on Saturday.

Sales drop hits NZ farmers

By Andrew Gowers in London

FURTHER EVIDENCE of the depressed state of New Zealand's farming industry emerged at the weekend with news that the country's dairy farmers are to suffer a 44 per cent drop in their initial sales receipts this season.

The New Zealand Dairy Board – the farmer co-operative which markets Anchor butter among other products – said that dairying communities would lose about NZ$ 600m (US$330m) in purchasing power and "a large number of farmers will have difficulty meeting their financial commitments and most will be unable to employ either farm labour or contractors."

Mr Jim Graham, Board chairman, said: "This scenario is the blackest the dairy industry has faced since the depression of the 1930s."

Agricultural exports account for 60 per cent of New Zealand's overseas earnings, of which dairy products represent a significant proportion. But the country's dairy industry has been hit by declining exports to the key UK market as a result of Britain's accession to the EEC, and by depressed world prices and the high value of the New Zealand dollar.

This year farmers will receive an initial payout from the board of only 225c per kg of milk fat; a 44 per cent cut from last year.

"With the value of the New Zealand dollar sustained at an unrealistic level and international dairy prices depressed, New Zealand's largest and most internationally competitive export industry is in trouble," said Mr Graham.

New Zealand is mounting a big lobbying campaign to be allowed to continue butter exports to the UK in the face of a threatened French veto.

EEC crisis over tuna price collapse, Page 3

Britons rise and shine to working breakfasts

By Anna Healy Fenton in London

FORGET the business lunch. The business breakfast is the new success symbol in London.

Like sneakers and Superman, it started in the US, and American business people seem to have boundless enthusiams for meeting at dawn.

"I'm big into power breakfasts," booms Mr Bob Payton, a native of Chicago who owns the My Kinda Town chain of restaurants in London.

London business people are not so keen, but find it hard to refuse a breakfast appointment.

"Of course, they are just trying to impress people," says Mr Julian Payne, manager of The Ritz, where many breakfasters meet.

"It's the influence of the Americans. Their market rises early and finishes early, and ours rises late and finishes late."

Many British businessmen are unconvinced. Mr Anthony Alexander, a director of Hanson Trust, the diversified multinational group which is big on both sides of the Atlantic, is not enamoured of "this strange American habit."

He will meet people for breakfast, but prefers not to. If it is that important, the business can wait for dinner when there are no time constraints.

"With the Big Bang, all the City [of London] institutions are becoming more Americanised but breakfast meetings will never catch on with industry," he thinks.

Mr Payton disagrees.

"Typically the guy you want to see is booked up three weeks ahead. Suggest breakfast tomorrow and if he is serious he'll meet you.

"British businessmen want to be more successful. The only way is to stretch the day with work over breakfast. Sometimes I have two breakfast meetings in a morning, starting at 7.30," says the tireless Mr Payton.

Lord Hanson, chairman of Hanson Trust, the man who in some ways epitomises the successful British businessman, will conduct business at any hour of the day or night, according to his fellow Hanson director Mr John Pattison.

Mr Roland "Tiny" Rowland, chief executive of Lonrho, presided over one of the most famous breakfast meetings of recent years. He breakfasted at Claridges, the London hotel, with Mr Robert Maxwell, now publisher of the UK national newspaper, the Daily Mirror, in 1984, to discuss the possible sale of The Observer newspaper.

The deal fell through, but Mr Rowland obviously grew to like the idea of breakfast at Claridges. He was seen discussing business there at breakfast twice last week.

Guinness, the fast expanding brewing group, has not yet adopted the early-morning meeting.

Bacon and eggs are still as popular as ever. No one is weight-watching in the morning and the occasional breakfast never hurt anyone, says Mr Julian Payne, manager of The Ritz.

"Corporate waistlines are in good shape."

Ms Debbie Moore, chairman of Pineapple, the dance studio group, is surprised that the British breakfast is so popular but admits to eating the full British Rail version when she holds meetings on her favourite breakfast venue, the train.

Discretion is assured at Claridges and The Ritz, two of the most popular meeting places.

"They give me a wink and a nod and I know to seat them in the alcove or in the corner where they will not be overheard," says Mr Nobby Clark, breakfast head waiter at Claridges.

Business and food have always gone together.

"It's the old adage about not doing business with someone until you see how they hold their knife and fork, and it still holds good," says Mr Payne.

The only difference is that now it happens at 7.30 in the morning instead of lunchtime.

EEC imports ban sought

Continued from Page 1

offend against the EEC common commercial policy – and Ireland is planning to ban fruit and vegetable imports. Greece and Spain would also back sanctions.

The 12 Community members have already delivered clear messages of disapproval over the South African security measures, and ordered the co-ordinated closure of all their embassies today.

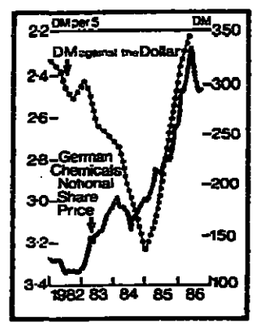
A senior Dutch diplomat delivered a renewed plea to the South African ambassador in The Hague on Friday for the release of political prisoners, including Mr Nelson Mandela, and the unbanning of the African National Congress, the organisation he used to lead.

THE LEX COLUMN

Chain reactions on the Rhine

For years, the West German stock market treated the three great national chemical companies as if they were still part of the old Farben trust: share prices, dividends and reported earnings moved more or less in tandem. If Hoechst announced a rights issue, could Bayer or BASF be far behind? Bank managers recommended to their captive clients whichever share their Frankfurt colleagues were longest in.

Today, 42 months into the longest cyclical upturn in German chemicals since the Second World War, the Farben heirs are losing touch with one another. All basked in three years of a rising dollar and a relatively stable European Monetary System. *All have been as skilful* users of the West German capital markets as the banks themselves, and each raised around DM 1bn last year, topped up their interest cover and pension funds, kept the environmentalists just about at bay and provided against every risk from the sky falling in to not winning the World Cup. They now boast a percentage of equity to capital employed that is opulent by German standards. But investors are no longer being offered the same thing by each.



Bump

Last year, Badische (BASF) raised its pre-tax profits at double the rate of Bayer and Hoechst. In the first quarter of this year, and excluding its US acquisitions, these fell with a bump that could be heard as far away as Frankfurt. Although all three companies murmur the fashionable stuff about higher added value, and all are invading the US, they are, in fact, proceeding in very different ways. While Bayer and Hoechst are running out of bulk chemicals and into pharmaceuticals and crop protection, Badische remains set on maintaining every stage of the production process, coal mining and oil wells included.

The fall-out has drifted and settled over Frankfurt. Whatever the usual backroom adjustment of German earnings is worth, Badische is rated at a discount to both Bayer and Hoechst and is probably the cheapest major chemical share in the world.

Anglo-Saxon fund managers approve of Bayer's research pipeline, in both pharmaceuticals and agrochemicals, and are flattered that a non-chemist is running the company. Bayer has shown itself increasingly impatient of loss makers, whether camera plants in Munich or plastics in the US: the sale of the Metzeler rubber operations to Pirelli has effectively cleaned up the group. It is relatively under-exposed to the problems of US agriculture.

Shirt

Hoechst, for all its ability to lose its shirt in the US last year, has also shut plastics plants and rejuvenated its fibres business. But Badische, with all that unfashionable chlorine, ethylene, polyethylene and ammonia, is the dog of the demand cycle – wherever that may be with the collapse of oil prices.

Yet Badische could once again outdo its colleagues this year. The collapse in feedstock prices has not been much of a blessing at Ludwigshafen so far. Refinery stock losses wiped out historic-cost first-quarter earnings from the oil and gas business.

Further downstream, the appreciation of the D-Mark chewed away some of the margin provided by cheaper feedstocks while customers took the rest: any customer can watch the price of naphtha halve and exploit the overcapacity to bully suppliers. Badische has been forced by the lowering presence of Norsk Hydro to cut its fertiliser prices in Europe. What happens when customers return from Bali in August and find their stock cupboards bare is another matter: Badische could be making real money in the second half of the year.

Badische was left with its 19th-century businesses when the Farben trust was broken up; and it shows not the smallest wish to drop its 19th-century integration. Thus it will cut its exploration budget for oil and gas, and buy cheapish US production instead to maintain an iron depletion/reserves ratio; and it will go on churning out commodity chemicals so long as costs at Ludwigshafen are low enough to make its own production competitive – even against Saudi plants with their captive feedstocks.

All three companies are net losers from a stronger D-Mark, but the sheer size of Ludwigshafen puts Badische at a disadvantage. The disinflationary strain upwards on the D-Mark wipes out efficiencies in competition with the US producers and ICI. Badische's US spending spree thus makes a sort of eccentric sense: its exports from North America now exceed those from Ludwigshafen to the US.

It is hard to be very enthusiastic about these acquisitions when, say, Bayer has bought back much of its American trade mark in the US and could be back on the way to building up a consumer presence. German companies have never been very good at haggling for US assets (or, for that matter, at managing them) but Badische has paid through the nose with good German cash flow for inflated dollar assets.

The arguments sound more convincing in Germany than the US: Badische gains critical mass in fibres, a strong position in supplying paint to the US motor industry and entry (alongside Imperial Chemical Industries) to high-performance plastics for aerospace uses. The only mitigation is that Badische was profitable enough last year to write off the goodwill with German thoroughness: for all Badische's operational gearing to the demand cycle the sheer speed with which German chemistry depreciates its assets mitigates the financial leverage implied by the heavy debt structure.

Result

The result is that while the earnings momentum has vanished for Hoechst and Bayer this year, Badische has a reasonable chance of broadening its margins in the second half. While Bayer and Hoechst are successfully tailoring themselves to foreign fund managers' taste, Badische is also an incomparably stronger company than three years ago. Time must show whether the European state companies will go on cutting capacity, but Badische has every chance of calling the moves on a chess-board that is moving slowly towards endgame.

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SECTION III

FINANCIAL TIMES SURVEY

Spanish Banking and Finance

Spain has joined the EEC in fortuitously helpful circumstances. Oil prices have collapsed, and there is a general upturn in western economies. By advancing the general election four months, the Government hopes to benefit from the brighter mood.

The floor of the "Bolsa," the Madrid stock exchange

Infected by optimism

By David White

THERE IS something to the adage about not crossing bridges before you get to them. When Spain signed its EEC treaty a year ago, it seemed that it would be joining in much less promising economic circumstances than those in which Britain joined in 1973.

British entry, of course, was followed immediately by the oil crisis, which meant that the circumstances were not so good after all. In Spain's case, the circumstances have turned out to be not so bad.

The collapse of oil prices and the general upturn in western economies have dispersed much of the gloom that still hung over Spain at the time of its entry into the Common Market in January. The Socialist government of Mr Felipe Gonzalez, in bringing forward the general elections by four months to June 22, is out to take advantage of the brighter mood.

The overwhelming likelihood is that Spain will return another Socialist or Socialist-led government, without any major switches in the moderate economic policies that have marked the past four years.

The Socialist Party programme does aim at faster growth—an aim which is already being fulfilled, with the rate now expected to rise to 3 per cent this year from 2.1 per cent in 1985—but a delicate balance has to be struck.

Spain is out of line with the rest of Europe in two main respects. One is the size of its unemployment: 22 per cent of the labour force, in response to which some Socialists would wish to see more of an all-out push for growth. The other is its inflation, which, despite a reduction to single figures since 1984, remains well above that of its main trading partners, some of which are close to zero rates.

The OECD recently cautioned the Spanish authorities to concentrate on keeping wage costs down and maintaining tighter discipline on government spending, in the hope of creating the conditions for higher employment later on, rather than going for maximum growth.

But the Spanish have definitely been infected by the germs of optimism now floating around Europe. In fact, a better outlook had already begun to take hold last year, despite the dire warnings of EEC disaster issued by some manufacturing sectors—proof of this being the boom on the stock market.

The initial impact of EEC entry has been less than was feared. Worries about a spurt in inflation have not been fulfilled. The introduction of VAT added some extra points at the start of the year, but the cut in oil prices has since taken the wind out the inflationary sails. The target of an 8 per cent rate this year (the same as last) with a drop next year is now generally accepted as realistic. Spain, however, still lags behind the rest of the OECD area in bringing its price increases down.

The balance of payments current account, which swung out of the red two years ago, is expected to show a surplus of $4bn-$5bn this year, up from $3bn in 1985.

Imports were artificially low at the beginning of the year, after a last-minute rush to bring goods in before the introduction of VAT. In the next couple of years, demand for imports can be expected to outstrip the growth of exports, and the current account will logically show a smaller surplus. But it is no longer a constraint on the economy.

The potential effect of this inflow of funds on the authorities' monetary control calculations has been offset by early repayment of foreign loans.

Total foreign debt had dropped from its 1984 peak of almost $31bn to $27.4bn at the end of the first quarter of this year. The kingdom's only new borrowing this year is a $500m Euronote facility to repay an earlier loan, taking advantage of better terms.

Maintaining the principle of monetary targets, the authorities are aiming at a growth of between 9.5 and 12.5 per cent in the wider money supply this year. A slowdown in money supply growth since March has eased fears of a resurgence in interest rates, and the Bank of Spain hopes to keep rates on a downward path, following the inflation trend.

In contrast with the export-boom year of 1984, recent growth has come mainly from internal demands. Investment, which went down every year from 1975 to 1984, except in 1980, picked up again last year with a 5.5 per cent increase. The Government expects a further 7 per cent rise this year. A growing proportion of this new investment appears to be going into building up productive capacity.

Since late last year, Spain's new expansion phase has started to bring an increase in the number of jobs. However, it is too late to meet the ambitious targets set by the Socialists in 1982, and not yet big enough to absorb all the new people coming on to the labour market. Unemployment, still on the rise, albeit more slowly, is now close to three million.

Still missing, from the authorities' point of view, is support from the country's financial apparatus for new ventures. But the extent to which this support can be mobilised depends, more than anything, on the state's ability to reduce its own financial needs.

The state budget deficit, which the banking system blames for the high cost of credit, is a major preoccupation. Last year the deficit for the central administration slipped back up to almost 6 per cent of gross domestic product, the level it stood at when the Socialists came to power. The share of total resources absorbed by the state — weighed down by loss-making public enterprises — has been going up. The Spanish private banking association (AEB) calculates that the private sector's share of new finance dropped last year from 48 per cent to less than 41 per cent.

On the Government's success in this field hangs its leeway for reducing the so-called *coeficientes* — the system whereby the authorities steer a large part of banks' deposits into privileged sources of finance for the Treasury and other sectors. Currently these add up to almost half of any commercial bank's deposits, but they are due to come down progressively. Spain's banks see the reduction as imperative if they are to be able to compete on equal terms with other banks in the EEC.

Under the terms of Spain's Community membership, EEC banks will have full access to the Spanish market after seven years. Spanish banks, generally,

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- has over 1700 branches and 9 Banks nationwide?
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Retail Banks

A moral tale about who was in charge

THE MOST talked about event in the retail banking sector last year had to do with the appointment of Mr Claudio Boada, an outsider, as chairman of Banco Hispano Americano.

The pattern of personalities hugging the headlines looks set for a repetition, with reshuffles at the top this year in Banesto and Banco Central. Watchers of the Big Seven Spanish banks had a growing hunch that something was happening, but nobody was quite certain what it was.

Mr Boada's sudden arrival to take the helm of Hispano Americano at the beginning of 1985 was well documented at the time. It was a moral tale about who was in charge and pulling the strings.

Hispano Americano was in trouble, for it was saddled with a messy acquisition of Banco Urquijo, and because its chairman Mr Alejandro Albert, once *held to be the young leading* light of the banking system, was in poor health just at the time when he was most needed.

Mr Boada, a veteran troubleshooter long acquainted with industrial difficulties, appeared as the shining white knight who *held the favours of no less a* patron than the Bank of Spain itself.

The Hispano Americano board knew that whoever was to preside over them had to have the backing of the monetary authorities, for there was no other way out of the swamp that the bank had landed itself in. Mr Boada was accordingly welcomed to preside over Hispano Americano's top table, as if he had been born to it.

The point was, however, that he had not been born to any such place. He had come from outside, and the whole exercise *had been one of game-set-and-match* to the Bank of Spain at the expense of the traditional Spanish banking oligarchies.

In a developing situation, in which personalities predominated, the person that stood head and shoulders above the rest was the *Governor of the* Bank of Spain, Mr Mariano Rubio.

Deputy governor of the bank before he got the top job in 1984—a four-year renewable mandate—Mr Rubio has spent nearly 20 years in the venerable institution that looks out on to the Plaza de Cibeles, the most familiar of Madrid's landmarks. His power base in the Bank of Spain is its highly prestigious research centre.

Spaniards are addicted to finding wheels within wheels, and the relationship between the Bank of Spain and the retail *banks proved to be endlessly* fascinating. Mr Boada's appointment was readily seen as having been stage-managed by Mr Rubio. The supposed all-powerful puppeteer was seen then to be behind the top jobs that were to be handed out *this year in Banesto and Banco* Central.

Coincidences were rife in the reshuffle at the top. On a same day in February last year, Mr Ricardo Tejero, the vice-chairman of the Banco Central and the heir apparent of the bank's president, Mr Alfonso Escamez, was killed by a terrorist assassination squad; and Mr Gregorio Lopez Bravo, vice-chairman of Banesto, was killed when a commuter plane he was travelling on from Madrid crashed as it approached Bilbao airport.

The replacements for the two men who died in such tragic circumstances were coincidentally announced on the same day, March 20, this year.

Mr Jose Maria Lopez de Letona was appointed vice-chairman of Banesto, with full executive power and with an unchallenged status as second *only to Mr Pablo Garnica* who is chairman of the bank just as his father was.

Mr Luis Coronel de Palma was appointed to replace Mr Ricardo Tejero at Banco Central, though in this case the vice-chairmanship does not carry the same executive weight as in Banesto.

What was immediately striking was that both men were viewed as outside in the power structures of their respective banks, just as Mr *Boada had been the year before* when he took over at the Hispano Americano. Even more to the point, the two men were close, just as Mr Boada was, to the exalted circles of the Bank of Spain: Mr Lopez de Letona had been Governor of the Bank of Spain in the 1970s, and he had succeeded Mr Coronel de Palma in the job.

The assumption that followed the two appointments was inevitable: the reshuffle seemed a clear case of top professionals nominated by the Bank of Spain elbowing their way into the upper reaches of the Big Seven old-boy network.

All that was necessary to turn this hypothesis into a watertight theory was for Mr Jose Ramon Alvarez Rendueles, another Bank of Spain former governor, and Mr Rubio's predecessor, also to be appointed to a Banco Central vice-chairmanship, although in this case the post would carry number-two powers, as do Mr Lopez de Letona's across at Banesto.

Mr Alvarez Rendueles, who completed a four-year stint at the Bank of Spain in 1984, can return to active banking this July when he completes a statutory two-year bar on former governors entering private banking.

Both Banesto and Central naturally denied that anything like Bank of Spain pressure lay behind the appointments. Mr Lopez de Letona had, in fact, been chairman of a Banesto subsidiary, the Banco de Madrid, and his appointment was claimed to be an in-house promotion.

Central, for its part, refused to be drawn on the speculation concerning the apparently impending appointment of Mr Alvarez Rendueles.

The hunch of what was thought to be happening was that something akin to a new era was setting in. An *ancien régime* running the retail banks was over. Its demise had been the banking crisis of the late 1970s which, but for a massive injection of public money via the Bank of Spain, could have *upset the applecart of the country's financial system.*

Now that the crisis was over — the Rumasa Banks were the final casualties — and the blood had been mopped up, the Bank of Spain was exerting its right of reparation by shaking up the people running the retail banks.

The writing appeared to be on the wall last year when Mr Rubio's Bank of Spain report included the following tantalising pearl:

"It is now no longer a question of detecting and preventing the breaking of the banking code or clearly abusive behaviour by those responsible in the institutions, but it is also necessary to keep an eye on the competent administration of [the institutions]."

When Mr Rubio, who is a man of few words, gave a rare interview recently and was asked what the Bank of Spain would like to see changing in the country's financial institutions, and what course he believed change ought to take, he became positively verbose. The Governor of the Bank of Spain discussed at length the increasing complexity of world banking trends, saying the limits of what was and what was not banking were becoming increasingly blurred.

"The future of [banking] institutions," he concluded, "will depend fundamentally on their ability to create human resources capable of adapting to new circumstances."

Reading between the lines — something that Spaniards are skilled at — what Mr Rubio appeared to be saying was that new men were needed to run the retail banking sector. What nobody doubted was the Bank of Spain's muscle to bring this about.

There was, certainly, a measure of discontent at the way things appeared to be heading. The most prominent voice of criticism was that of the influential Madrid newspaper *El País* which, without mentioning *names, aimed its sights at* Mr Rubio, Mr Boada, Mr Lopez de Letona and Mr Boyer (the former Economy Minister who appointed Mr Rubio Governor of the Bank of Spain in 1984 and then became chairman of the Banco Exterior, eighth in the ranking, when he left the cabinet last year).

The thrust of a hard-hitting *El País* editorial, published and widely discussed in April, was that here was a group of top people, known on the Madrid social rounds as the "beautiful people," which might be contravening anti-trust legislation in another country.

"Just imagine," wrote the newspaper, "what would happen in the US if the chairman *of the Federal Reserve and the* chief executives of three of the biggest North American banks were childhood friends, were—some of them—linked by family ties, saw each other often at weekends and frequently spent holidays together."

Tom Burns

Ashley Ashwood

Mr Jose Ramon Alvarez Rendueles, a former governor of the Bank of Spain, was *appointed to a Banco Central vice-chairmanship*

Deposits of principal commercial banks
(February 1986)

	Pta bn
Central	1,346
Español de Crédito	1,814
Bilbao	1,372
Hispano Americano	1,364
Santander	1,083
Vizcaya	1,066
Popular Español	734
Exterior de España	617
Pastor	310
Urquijo-Union	302

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CAZAR takes pleasure in presenting its Balance Sheet and results for 1985.
These figures, extracted from the audited Annual Report, evidence once again its profitability, growth and financial strength.
The International Area is proud of its own contribution to these results.

	In Millions of Spanish Ptas.		
	1985	1984	% Δ
TOTAL ASSETS (Net of contra accounts)	493,548	444,352	+11.0
TOTAL DEPOSITS	376,130	323,592	+16.2
TOTAL LOANS	159,412	154,904	+ 2.9
OWN RESOURCES (before distribution of profits & including subordinated debt)	20,740	15,740	+31.7
NET INCOME BEFORE TAXES	3,454	2,575	+34.1
GENERATED CASH-FLOW	10,685	7,669	+39.3

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TOTAL GROUP FIGURES
Data as at 31 December 1985

STOCKHOLDERS' EQUITY	104,004m Ptas. ($674.7m)*
DEPOSITS	1,209,419m Ptas. ($7,845.7m)*
ASSETS	1,518,237m Ptas. ($9,849m)*
LOANS AND DISCOUNTS	609,465m Ptas. ($3,953.7m)*
NET INCOME	18,309m Ptas. ($118.7m)*
RETURN ON AVERAGE EQUITY	17.6%
RETURN ON AVERAGE TOTAL ASSETS	1.21%
NUMBER OF EMPLOYEES	12,176
UNMBER OF BRANCHES	1,564

* Exchange rate at December 31, 1985: US$1=154.15 Pesetas

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951 Branches
(*) Provisional figures which to be submitted to the General Assembly.
(1) Before the allocation of the surplus for the year.
(2) Comprises technical reserves for annuity business.
(3) Average exchange rate at the end of 1985: 1$=154.150 Pesetas.

December 31, 1985(*)	Pts. (in millions)	$ (in millions)(3)
Equity-Reserves(1)	110.510.5	716.9
Deposits(2)	1.334.557.9	8.657.5
Operating Profit	28.195	182.9
Net Surplus	11.321	73.4

"la Caixa"
CAJA DE PENSIONES
FOUNDED IN 1904

Foreign Banks

The whiff of oxygen Mibor needed

IT IS hard to miss the fountains of the Plaza de Colon in Madrid. Sheer columns of white water soar into the air, lightly spraying passers-by.

It is as hard to miss Barclays Bank's Spanish headquarters on *the rim of Plaza Colon.* Its bright blue sign stretches across the squat building, and vividly reminds the onlooker that foreign banks have become a highly-visible feature of the banking landscape.

Like Citibank and Banque Nationale de Paris, Barclays entered the Spanish market with a high retail profile, thanks to their purchase of Spanish commercial banks that fell on hard times in the banking crisis of the late 1970s.

The newcomers thus acquired dozens of branches throughout Spain. They also acquired hefty debts that they are stoically paying off to the Deposit Guarantee Fund, Spain's "bank hospital."

But seven years into the era where foreign banks were allowed to open full branches on Spanish soil, banks like Barclays, Banque Nationale de Paris (BNP) and Citibank are not bemoaning their lot. Quite the contrary.

They are increasing the number, or altering locations of branches. Barclays acquired 38 branches from the ailing Banco de Valladolid. It now has 55, and is extending its network, logically enough, to coastal areas that are the haunts of British tourists or expatriates.

Citibank, which acquired the Banco de Levante, has aggressively built up its branches—now more than 80—and deposit base. BNP, which purchased Banco Lopez Quesada, that left a Pta 12bn ($72m) debt from unwise property investment, still has 45 branches—the number with which it started. But it has closed down unprofitable branches in small towns and villages and *increased the number in* Madrid and Barcelona.

These are relatively small numbers, compared with "big eight" Spanish commercial banks who have more than 1,000 branches each. But the customer base in retail banking is widening and growing more affluent. Banks like Barclays aim deliberately at the young upwardly-mobile Spaniard, who can keep an average current account balance of Pta 500,000 ($3,000) and who, as he rises in business, is likely to seek the growing number of wholesale services that the bank offers.

With increasingly sophisticated competition from Spanish commercial banks, foreign banks must race to keep ahead, constantly inventing new products. *Limited by law to only* token interest on current accounts, Barclays has invented a new wheeze for clients with high average balances: a money market account, where the bank applies clients' funds in excess of their average balance, *on the money market at attractive* interest rates.

Foreign banks have been the *whiff of oxygen* that gave life to Spain's interbank market, establishing the Madrid Interbank Borrowing Rate (Mibor), introducing commercial paper to Spain several years before the product arrived on French or UK markets, and restlessly seeking new forms of corporate financing and capital market operations. They are confined to wholesale trade—that is, most of the 37 institutions now in full operation—and have been reaping the profits of their inventions.

Foreigners that either could not, or did not, want to find a sick Spanish bank to acquire are restricted, as the law now stands, to a maximum of three Spanish branches.

This makes retail operations unattractive. Thus, American and British, French, Belgian, West German and Latin American banks are chasing—with varying degrees of success—the profits to be gleaned from high *and medium finance. In this* trade, the bigger the specialist and the stronger his big business connections, the more likely he is to withstand a new form of Spanish competition—recently-created merchant banks.

Results for 1985 show that wholesalers like Manufacturers Hanover Trust, which established close relations with Spain 50 years ago as "Spain's foreign banker" and made a profit last year of Pta 2.77bn ($19.5m), and Bank of America, with a profit of Pta 1.3bn ($9m) head their league.

But the results also show that profits are not as sweet as they were in 1984 — a sign that banks have to sweat harder for *business among Spain's top 500* companies.

Spreads — the fringe benefits that yielded attractive results in the early years of operation —are shrinking. On prime rate lending, a wholesaler might have asked 75 base points a year; now he may settle for under 30 base points.

Sorting out of the stayers and the sprinters has begun. By 1993, when all restrictions on the right of establishment of EEC banks must vanish, the *picture in Spain could be different.*

Nowadays, competition comes from all sides—Spanish and foreign. Banks like BNP, connected with Spain for 20 years and pioneers here in leasing, mortgaging, property financing and merger and acquisitions, cannot afford to coast for a moment. A competitor is always waiting in a client's outer office. In BNP's case, the need to succeed in their new guise of retail and wholesale bankers in Spain is even greater: they must make up for the losses of the bank they bought.

The rise, fall, and rise again of commercial paper—which started free of withholding tax, then in 1984 suffered an 18 per cent tax on interest, lost favour and has now regained it, thanks to higher interest than tax-free treasury bills—has made work for foreign banks that cannot rely on client deposits for funding.

Midland Bank, a promoter of commercial paper, is moving back into this market and, like other banks, looking at export-trade financing of capital equipment as a sturdy medium-term operation in conjunction with ICO, the official credit organisation.

Whatever the drawbacks of narrower margins, foreign banks have made their mark on the system. The activities of successful leaders of the league took the foreign banks' market share of total credit to 10.5 per cent in 1985, compared with 2 per cent in 1979, their first year of operation.

They are as constrained as Spanish banks by the famous *coeficientes* — a tool of monetary policy that makes banks channel half their lending into government-defined areas. As one resigned banker put it: "About 6 per cent of our staff are really working for the Government." But often they compete nimbly, because they have fewer staff, and hired bright, well-connected young Spaniards often holding American business degrees.

That edge may be narrowing. After the first rush of bright young men to join foreign banks, there are signs that, having mastered the tools, the young men are applying them in Spanish institutions to compete against their former "instructors."

With the growth of the Spanish economy and the inflow of EEC and other foreign investment in the coming years, demand for public and private sector financing is likely to remain strong. As local markets have grown stronger and more sophisticated, foreign banks have shifted from funding from international markets into local funding—while domestic lending, also diversifying and stretching its terms, draws more bidders.

Recent peseta-syndicated loans to major public enterprises of Ptas 90bn or more ($630m-plus) attracted as many as 62 lead and co-managers among Spanish and foreign commercial and wholesale banks and savings banks.

Developments have proved that the Spanish system — pragmatically supervised by the Bank of Spain under the rule that "if you don't find a law against it, try it; if it doesn't work, we'll take another look at it"—contained powerful energy waiting to be released. In many respects foreign banks were the trigger mechanism.

Diana Smith

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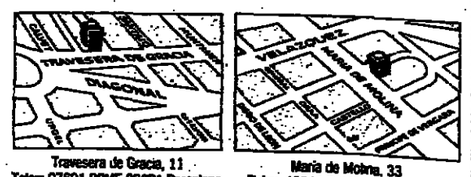

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EEC Entry

Two doubts disturb bankers' minds

THE COUNTDOWN is underway for European banks seeking to enter Spain. For Spanish bankers, who are nervous about their ability to compete with the EEC invaders, the countdown is fortunately a leisurely affair.

It will be seven years before Madrid's monetary authorities totally relinquish their current powers of discretion and discrimination over Euro-banks operating in Spain and, under the terms of the transition, phase to full Common Market membership. It will be three years before the authorities forgo any of their powers at all.

While Spain's banking system is arguably far better equipped than any other Spanish sector to face the impact of EEC competition, there is no room for complacency. The nervousness felt among Spanish bankers is prompted by two fundamental questions. Are Spanish banks big enough to compete on a continental basis? And are they sufficiently profitable?

The term "big seven," to denote the top Spanish banks, is common currency in Spain. But it is, at one level, a misnomer anywhere else. Mr Rafael Termes, the chairman of the Asociacion Española de Banca (AEB), the private banks association, pointed out in his annual report this year that The Banker, in its ranking of world banks using 1984 data, had the first Spanish bank in the list ranked in 98th position.

The theme that the Spanish banks are really minnows in a large pond was taken up by Mr Juan Jose Toribio, a respected economist and the deputy managing director of the main savings bank, Catalonia's Caixa: "Only four Spanish banks are to be found among the top 50 in Europe. Of the 100 top banks in the world, 39 belong to EEC member states, and only two are Spanish."

The domestic banks in Spain may be small in comparative world terms but, also comparatively, they have a huge number of branches, and they exert considerable muscle in their own domestic economy.

One of the most arresting features of any high street in any Spanish town is the number of banks that line it. On December 31, 1985, there were a mind-boggling 16,606 bank branches in Spain, compared with 14,900 in Britain and 9,984 in France. In Spain there were 2,332 inhabitants per bank branch, against 3,791 in Britain and 5,504 in France. If the strongly implanted cajas or savings banks and the well entrenched co - operative societies are included in the total, there is a banking and financial centre in Spain for every 1,200 inhabitants.

The EEC buildings in Brussels. Spain's banking system is arguably better equipped than any other Spanish sector to compete in Europe

The network, countrywide, of the Spanish banking system is undoubtedly an onerous burden on each of the individual banks. But, at the same time, it is a bulwark against the expansion of European rivals. Quite simply, there are enough, in fact too many, bank branches at the present moment.

As far as the scope and all-round economic muscle of the Spanish banks is concerned, a better picture than that of mere rankings emerges when the banks are placed in the context of their own countries.

Thus, Mr Termes, of the AEB, argues that the number one West German bank, which is 18th in the international rankings, represents in terms of size just under 12 per cent of the Federal Republic's GDP, although it is nearly three-and-a-half times the size of the top Spanish bank. By the same token, the top Italian bank, 42nd in the international rankings, represents just over 13 per cent of Italy's GDP, although it is more than double the size of the top Spanish bank.

Applying a similar yardstick to Spain, it emerges that the top two Spanish banks represent between 12.6 and 13.6 of the Spanish GDP, a figure which compared favourably with the major European institutions. The bottom line is that the "big seven" may be small by international standards, but they are the right size for Spain in addition to having their branches thick on the ground.

In order to have a Spanish bank similar in business volume to the leading bank in Britain, France or West Germany, the top five Spanish banks would have to merge their assets together. By doing so, this mega Spanish bank would concentrate through its resources a series of assets that would represent between 45 and 60 per cent of the Spanish GDP. A less ambitious scheme, involving the merger of only the top three Spanish banks, would produce an institution that would rank only 30th in the international listings.

Actual size as such would appear to be a relatively minor factor when considering the competitiveness of the Spanish banks as they brace themselves to meet the rivalry of the Euro-banks. What is important, however, is the issue of profitability.

Spanish bankers are in agreement that the massive network of branches, while it may well deter competition, is nevertheless a double-edged sword. The Spanish banking network expanded rapidly in the second half of the 1970s when the general response to the banking crisis was to open as many customer sales points as possible.

Between 1974 and 1982, the number of branches rose by 9,752 at the rate of 1,219 a year. The pace stopped short in 1983 when "only" 682 branches were added to the inflated list. The total number of branches rose by 350 in 1984, and by 173 last year when 380 new branches were opened and 207 existing offices were closed.

The depressing statistic of such a widely-spread presence is that, according to the AEB's calculations, cost effectiveness has been dropping in proportion to the increase in the number of branches. Against an average of Ecu 20m credits per bank office in the EEC, the Spanish branches were negotiating little more than Ecu 5m worth of credits per branch.

Without a doubt, the vast extent of the Spanish network was made more manageable by the fact that the branches were mini-offices. Using 1984 data, there were an average of 10 employees per branch in Spain, against 20 in the EEC. Examining business in relation to personnel, the Spanish banking system was raising in 1984 Ecu 517m per employee, against Ecu 986 per employee in the EEC.

This one-to-two Spain-EEC ratio of credits per employee is an improvement on the one-to-four that emerges when examining credits per branch; but clearly the onus on the Spanish banks, in preparation for Euro-competition, will be to reduce staff and cut back on branches.

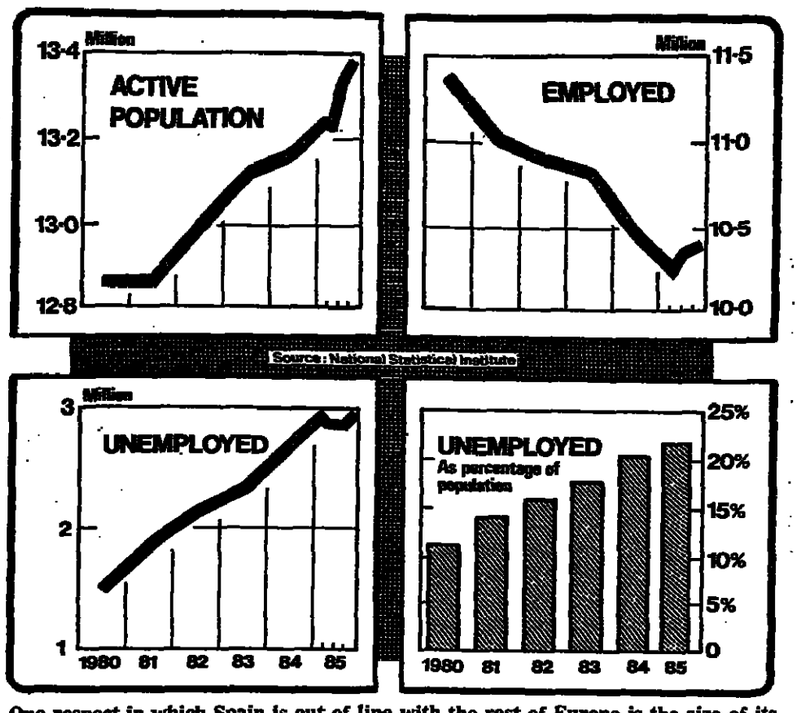
Mr Toribio, from his Caixa vantage point, argues that to meet the EEC rivals with equanimity, the Spanish banks have to deal with archaic industrial relations restraints that not only make lay-offs a costly exercise but also make the re-allocation of employees a daunting experience.

Rationalising personnel is only part of the challenge. Broadly, Spanish banks will need to redefine their investment strategies and continue the streamlining process aimed at adjusting their country's risk safety margins and at firmly establishing their pension funds.

In the final analysis, the potential profitability of Spanish banks depends on the liberalisation of the whole financial system through a reduction of the *coeficientes* imposed by the monetary authorities.

While banks in Spain remain strapped by the persistant syphoning of private bank deposits towards state-directed investments, at a rate that exceeds any comparable mechanism in the EEC, there is little they can do in the way of putting themselves in shape for the competition.

Tom Burns



One respect in which Spain is out of line with the rest of Europe is the size of its unemployment.

Infected by optimism

CONTINUED FROM PAGE 1

view this prospect calmly. They have a comfortably long transition phase, and in the seven years that have already passed since Spain made a partial opening to foreign banks, they have proved their capacity to adapt rapidly to a changing scene.

Spanish banks do however, have to face up to an efficiency problem inherited from the extraordinary phase of branch expansion in the 1970s.

According to the AEB, Spain had 16,606 bank branches at the end of last year, compared with fewer than 15,000 in Britain and 10,000 in France. The average of credits per bank worker was barely half the level in the EEC countries at the time.

Financial margins, although they are getting narrower, are above levels in the rest of the EEC: income from services is lower, and costs are higher. Spanish banks are also less international and relatively small. Even if the three biggest ones were merged they would still make only about number 30 on the world list.

In the reorganisation of the main groups, the large number of "second brand" banks operating under their own name, rather than that of their parent banks, can be expected to be cut back. But mergers between the big banks remain a matter of pure speculation. Opinions are divided on whether greater concentration is a good idea.

Questions of succession at several of the leading banks have begun to be resolved, with senior management changes at all of the "big three" — Banesto, Central and Hispano Americano. As a result, a new and less elderly generation of top bankers is emerging. The banks, while being drawn into the international trend towards universal banking, can be expected to look less like each other and develop more distinctive characters.

Results have generally been strong, with a 37.5 per cent increase in the combined pre-tax profits of commercial banks last year, thanks to cost-cutting and to a reduction in their write-offs for bad debts. But this year a slice will be taken out of earnings by tough new rules on set-asides for foreign lending risks.

The gradual lifting of discrimination against banks from other EEC countries seems unlikely to make a dramatic impact. Virtually all the major international banks, with some Japanese exceptions, have by now already set up branch operations in Spain. But this change (under Franco there were only four foreign banks) has not come about without ruffling some feathers.

Mr Alfonso Escamez, veteran chairman of Banco Central, still blames the Spanish authorities for being "generous, very generous, in comparison with the restrictions faced by Spanish banks which operate in other countries."

In order to smooth those feathers down, the authorities are showing no great hurry about letting more banks in.

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The following are extracts from the speech delivered by the Chairman of the Board of Directors, Mr. Abdulla A. Saudi:

- *Net income for 1985 before provisions for portfolio protection and income taxes amounted to Pesetas 4,021 Million, equivalent to US$ 26.12 Million. Net profits after income taxes and provisions reached Pesetas 1,467 Million.*
- *Total foreign currency and Peseta deposits both from customers and banks at the end of the year totalled the equivalent of US$ 1,320 Million.*
- *At year-end ARESBANK'S paid-in capital reached Pesetas 10,500 Million while total Shareholders' funds amounted to Pesetas 14,393 Million.*
- *Credit Populaire D'Algérie joined ARESBANK as it bought a 6% participation from Banco Hispano Americano, S.A., who sold the remaining 0.66% to Instituto de Crédito Oficial.*
- *Both the Barcelona and Marbella Branches have continued their favourable development.*
- *ARESBANK'S subsidiaries had a satisfactory expansion, reaching consolidated profits of Pesetas 116 Million.*

Audited balance sheet* (in millions of Spanish pesetas) - December 31st

ASSETS	1984	1985
Cash and Bank of Spain	1,792	1,561
Monetary assets	211	—
Due from banks	139,808	138,903
Loans and bills portfolio	93,542	80,724
Provision for possible loan and bill losses	(4,717)	(6,259)
	88,825	74,465
Securities portfolio	6,825	6,002
Shareholders	1,500	—
Bank premises and equipment, net allowance for depreciation	1,383	1,384
Other assets	16,947	12,594
	257,291	234,909
Guarantees and documentary credits	39,837	33,379
Other memorandum accounts	111,555	130,313
	151,392	163,692

LIABILITIES AND SHAREHOLDERS' EQUITY	1984	1985
Share capital	10,500	10,500
Reserve Funds	3,226	3,893
Bank of Spain and Deposit Guarantee Fund	867	—
Due to banks	209,444	189,574
Deposits	7,610	11,948
Cash bonds	3,255	1,990
Notes payable and other liabilities	2,927	1,439
Income taxes	403	483
Pension plan	9	15
Other liabilities		
Special funds	280	288
Net income for the year	1,737	1,467
Other accounts	17,033	13,312
	19,050	15,067
	257,291	234,909

Mid market rate exchange: 1 US$ = 154.15 Ptas. 1985, 173.40 Ptas. 1984

* These are abbreviated financial statements extracted from those expressed in Pesetas audited by Ernst & Whinney. Full audited financial statements are available upon request to the Bank.

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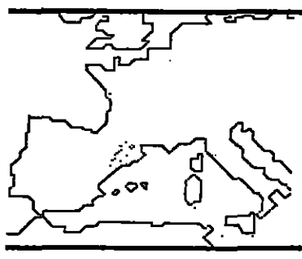

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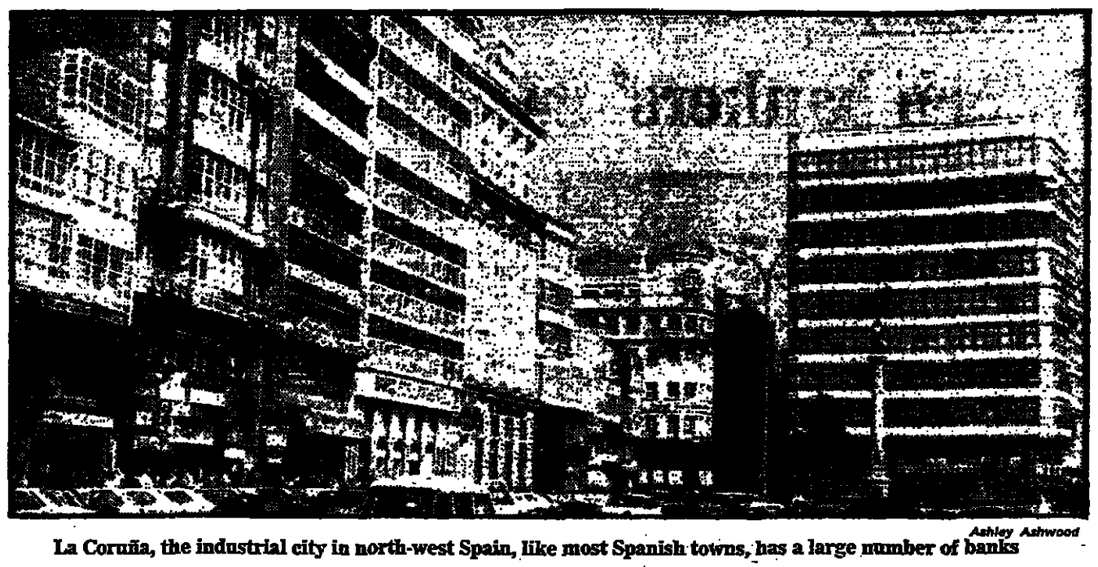

Ashley Ashwood

La Coruña, the industrial city in north-west Spain, like most Spanish towns, has a large number of banks

Spanish Banks Abroad

Carving niches around the world

EEC membership and the aggressive tactics of foreign banks in Spain are spurring Spanish banks to strengthen their already sizeable international activity.

The focus has switched from Latin America, the traditional hunting ground, to Europe and, to a lesser extent, the US and the Far East.

Historically, Spanish banks abroad have been involved in three main areas: channelling the remittances of Spanish emigrants to the mother country (particularly from France), placing Spanish investment in institutions like the Paris Bourse and financing trade, especially to Latin America.

For example, Banco de Bilbao, the fourth largest bank, opened a branch in Paris in 1902 before it set up in Madrid. Its London operation was started in 1918, when Coal and Iron were exported from the Basque country to the UK.

Banco de Santander, the fifth biggest bank, which was established in 1857, began its large involvement in Latin America with the financing of cereal exports from the port of Santander.

Today, Spanish banks are heavily involved in the Eurobond market and are spreading themselves around the world, seeking to carve out niches in a highly competitive business. Financing the increasing volume of trade with the EEC, which, before membership supplied Spain with one-third of its imports and took around half its exports, is optimistically viewed.

So is the channelling of foreign investment into the booming Madrid Stock Exchange.

Last year one-third of Banco de Bilbao's cash flow came from international business.

Bilbao is consolidating a strong presence in Europe, which has always been its main overseas interest. In its last move a branch was set up in Milan (the only one by a Spanish bank) and full banks in Zurich and Frankfurt.

Mr Alejandro Magro, the deputy manager of the bank's international division, has said that the volume of business was already such that both the Frankfurt and Zürich operations would need equity injections to allow more financing.

Bilbao has received many offers from debt-ridden Latin America to take over banks. Mr Magro said all the approaches had been rejected. However, Bilbao is now seriously considering increasing its small presence in Latin America as it sees wider opportunities in Brazil, Argentina and Colombia.

After Latin America's debt crisis exploded in 1982, with the collapse of the Mexican economy, Spanish banks have been wary of new involvement in the region. Santander has been pruning its operations and reducing its portfolio. At the end of last year Santander's country risk loans (mostly Latin America) totalled $172m, equivalent to 1.14 per cent of total assets — tiny by the standards of US banks.

Santander sold its 100 per cent-owned bank in the Dominican Republic last year and last February sold its 20 per cent stake in Banco Sociedad General de Credito in Ecuador. Mr Carlos Garcia, the head of Santander's international division, said both these banks offered a "satisfactory return," but not enough to warrant the amount of work spent on them.

Mr Garcia did not rule out selling one or more of Santander's other banks in Panama, Uruguay, Costa Rica, Guatemala and Argentina.

Santander's Chilean bank is going well however. More new branches are being opened this year and the bank has the country's first self - service banking facility, which is like a "bank without a staff."

Banco de Vizcaya, the sixth largest, has the strongest presence in the US of all the Spanish banks. Through its 48 per cent stake in the holding company Banquesti Vizcaya is involved in three banks in the state of New Mexico.

Vizcaya chose New Mexico because it is a high tech hispanic state adjacent to Texas, Arizona and Colorado, and near to California. Vizcaya also has branches in New York, San Francisco and Miami.

Moreover, Vizcaya is the only Spanish bank operating in the Middle East. But activity at its Bahrain operation has declined to the point where Vizcaya is studying its closure, according to Mr Gonzalo Terreros, head of the international division.

With the collapse of world oil prices, Bahrain has not developed into the funding centre which banks were hoping for.

Banco Hispano Americano, the third largest, is taking a more modest approach, as befits a bank which is still digesting the difficulties caused by its absorption of Banco Urquijo Union. "We see no point in trying to take on the giants on their home ground," said Mr Antonio Zoido, Hispano's international head.

Hispano has cornered a significant part of the growing Europeseta market and its Tokyo operation is picking up trade business between Latin America and the Far East.

Meanwhile, the Bank of Spain is raising, from June 30, the provisions which banks have to make to cover foreign loan risks. For countries undergoing temporary difficulties, compulsory set-asides will be raised from 10 per cent to 15 per cent. For "doubtful" countries the level is going up from 15 to 20 per cent and, if they are still classified in this category the following year, to 35 per cent.

The rate for "very doubtful" borrowers is going up from 25 to 50 per cent. In the second year this rises to 75 per cent and in the third year to 90 per cent.

Spanish banks are estimated to have loaned $5bn abroad, which is small by the standards of US banks. One Spanish banker delighted in pointing out that Manufacturers Hanover alone has £2bn in loans to Mexico.

The tighter provisions will add about Pta 45bn to the 1985 year-end total of Pta 81bn, which represents 9.1 per cent of outstanding foreign loan risks.

This will not be a burden for the banks because 1985 was a good year for profits and in any event most banks' policy on provisions is even more conservative than that of the Bank of Spain. For example the provisions already made by Banco de Bilbao represent an average of 14 per cent of its loans in the risk categories.

Mr Zoido, of Hispano Americano, has boldly predicted that within five years the problem of Latin American loans will have been forgotten—a remark which many a US banker wishes he could make.

William Chislett

Merchant Banks

The groups hit back at the foreigners

WHEN THE old tools begin to wear out, invent a new one.

If the new tool carves a chunk of business out of the preserve of foreign banks, so much the better. If it can be wielded by people who did their apprenticeship with foreign banks, it adds spice to the battle.

In other words, finding their markets briskly occupied by a couple of dozen foreigners who marched in with all the weaponry and armour-plating their international market experience and highly-automated data processing could provide, Spanish banking groups have begun to retaliate with a new invention — the "Banco de Negocios."

A hybrid between a US-style investment bank and a British merchant bank, the Spanish business banks, though they have been in existence for only a few months, have begun to flex their muscles to considerable effect.

There is no special legal statute for Spanish business banks. They happened along and are consciously treading on the toes of foreign competition in lucrative, fee-oriented capital-market operations, where majors like Manufacturers Hanover, Bank of America, Chase Manhattan, Midland, Morgan Guaranty and Citibank are scrambling for clients.

There is nothing new about investment in industry in Spain. But the means have altered and multiplied so fast in recent years that conservative institutions, like the industrial banks that have now all been swallowed up by the "big eight" groups, had to yield to something better-equipped in order to respond quickly to rapidly-changing demand.

Spain's capital markets need to expand. Demand is bullish and very few companies are quoted on the Stock Exchange. Speculative forces are strong, and a major role of business or merchant banks is to coax entrepreneurs into equity and bond issues.

The effort has begun to pay off. This year Banco Hispano Industrial, a merchant bank belonging to the Hispano-Americano group, organised the first new share issue in Spain in decades, by Tycasa, a metallurgical company.

Spanish merchant banks—and complimentary institutions like Banif, a portfolio management company with $600m now held in portfolios—operate on two levels.

They themselves are quite small. Banco Hispano Industrial has four branches and 82 highly-specialised staff, and Banco Santander de Negocio, which started up in 1985 with a Pts 4.5bn ($27m) capital, so as to give itself a strong operating base, are independently-managed. But they are also wholly-owned subsidiaries of two of Spain's banking giants, Banco Hispano-Americano and Banco de Santander, able to draw when necessary on the facilities of their parent companies' huge networks.

With the upsurge in foreign investment on Spanish capital markets — especially by UK, West German and Swiss institutions — Spanish merchant banks feel they are better placed than their foreign competitors to offer dynamic capital market services. They claim they know the local market better, and that foreign investors generally prefer, when entering a new market, to use a local rather than foreign-owned institution.

Underwriting and placements of paper that can now fetch 15-year terms (unheard of a year or so ago), reactivation of the commercial paper market, making use of the recent growth in convertible bonds, are some aspects of the market in which Spanish merchant banks are specialising.

In medium- or long-term corporate lending, they see a sizeable growth through EEC accession and the restructure and modernisation not only of individual companies but whole sectors of Spanish industry, which must adapt to tough community rules and regulations.

Radical changes are required in pharmaceuticals, for instance: Spanish patent laws once permitted imitation of foreign products, EEC rules do not. Here, the merchant banks' mergers and acquisitions services come into play as stronger vessels restructure and acquire smaller enterprises preparing for EEC competition.

Mergers and acquisitions (and their fees) are highly lucrative for business banks. Some approach the subject self-protectively, demanding an exclusive service contract from clients so that they are not left with all the work while another bank or lawyer profits from the deal. Others have been known to advertise a "shopping list" of companies for sale in the media, hoping that someone will apply to buy them.

New EEC rules will affect Spanish companies in another way that will help merchant banks' efforts to make clients go public and to attract foreign investment. Full outside audits will become necessary for publicly limited companies, instead of the old internal audits carried out by two shareholders—who could be the chairman's relatives.

Under Bank of Spain pressure, banks began to provide fully-audited annual accounts—and banks are the largest group of companies quoted on the Stock Exchange. Some public utilities are following suit. It will be useful for business banks to be able to give prospective foreign investors the sort of transparent "Anglo Saxon-style" company information that northern European and US investors expect.

So far US investment in Spanish capital markets has been modest, because of the lack of a double taxation agreement. And Spanish investment abroad is limited by law to 10 per cent of a portfolio. Even so, merchant banks have plenty to keep them busy.

Diana Smith

Official Banking Sector

Protectionism recedes

JULIAN Garcia Vargas, the head of the little known but key Official Credit Institute (ICO), compares himself to a tennis player with his hands tied behind his back.

When he took over in 1983 he was keen to fulfil the Socialist government's brief of transforming ICO into something approaching a private bank, which was less of a drain on the Treasury. Under EEC rules, ICO has to become less protectionist and more market-oriented.

ICO runs the state-sponsored credit system and has under its wing the Banco de Credito Industrial, the Banco de Credito Agricola, the Banco de Credito Local and the Banco Hipotecario de Espana (Mortgages).

ICO also supervises the official credit side of the Banco Exterior de Espana.

He himself is governed by principles that are markedly free-market for a state sector boss. "Public companies must make money. They must not be owned by the employees and no favours should be granted, especially to the government," he said.

But the 1971 legislation for ICO, drawn up under General Franco, is so interventionist that ICO is put at an immediate disadvantage with the private sector. Permission has to be sought all along the line, and in some cases decisions cannot be made without a full cabinet meeting.

Nevertheless, three years later ICO has managed to improve the shaky financial situation it inherited. ICO's operating profit last year, including the banks, was 54 per cent higher at Pta 19.3bn.

"We have not become a problem for the Government, so we are not a priority," said Mr Vargas, with the air of a man who feels he is the victim of his own success. He hopes that the next, probably Socialist, government will draft liberal legislation to give ICO more independence, or will decree new laws.

ICO, which supplies about 11 per cent of total credit to the private sector, has become much less dependent on the Treasury for its funds. ICO receives money via the "coeficients," the obligatory deposits which the private banks place with the central bank. ICO's interest rates are, on average, about two percentage points below market rates.

A large part of ICO's financing now comes from ICO bonds. New bond issues this year will total more than Pta 50bn, compared with Pta 5bn in 1980. ICO is to receive Pta 55bn from the Treasury this year, compared with Pta 165bn in 1985. By 1987, Mr Garcia Vargas expects ICO to be almost self-financing.

At the same time, ICO has taken advantage of the weak dollar and Spain's healthy foreign reserves to reduce its external debt. Mr Ricardo Briz, the head of external financing, said the debt should be reduced by a further $200m this year to $1.3bn.

ICO has been weighed down by the burden of non-performing loans to the deeply troubled shipbuilding sector, to which the Government has taken a scalpel. The Banco de Credito Industrial (BIC) absorbed in 1982 the Pta 218bn shipbuilding loan portfolio of the failed Banco de Credito a la Construcion. By the end of 1985 the restructured portfolio had grown to Pta 229bn.

BCI estimates that it will incur a net loss of Pta 80bn by the time the "reconversion" process is completed in the shipbuilding sector. Provisions have already been made for about half this amount.

BCI has had to get tough with its borrowers in this sector. It has set up a special company to handle assets after they are taken over. By the end of 1985 this company had sold 46 ships totalling 300,000 dwt for Pta 4.6bn.

The shipbuilding experience has been a salutary one for ICO because it has convinced officials, who for years lived in an ivory tower, of the need to be more selective in granting loans and more rigorous in checking creditworthiness. Many of the loans to the shipbuilding sector were made to undercapitalised concerns.

The BCI is one of the main beneficiaries of funds from the European Investment Bank (EIB). By the end of 1985 it had used Ecu 225m (US$231.9m) of EIB loans, 41 per cent of the total EIB credit to Spain.

Despite the interventionist environment in which ICO lives, Mr Garcia Vargas believes that the official banks are becoming more independent and more aggressive in chasing business. He is encouraged by the fact that the banks no longer seek ICO's permission for every operation. After all, with low operating costs of 0.5 per cent, compared with 2.65 per cent for the private, Spanish banks, because of a small administrative staff, the official banks should be able to pinch business from their competitors. But then the private banks are not bogged down by so much red tape.

One of ICO's banks, the Banco Hipotecario, has appointed a "correnotarias," who is responsible for chasing the numerous public notaries involved in legalising loan documents. After a loan is approved, the borrower has to wait up to two months for the money because it takes that amount of time to legalise the documents.

William Chislett

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Automation

The mini-bank goes underground

ANYONE who needs cash after banking hours, but is unnerved by new-fangled automatic telling machines (ATM), can take heart from the service provided by La Caixa, Catalonia's mammoth savings and pension bank.

La Caixa now has "clients' clubs" open until 9 pm at its larger branches, where customers with Caixa banking cards [illegible] money.

If they understand modern technology, they can operate the ATM with their Caixa card. If they are shy about arrays of buttons and screens, they can show their savings book to the attendant, state what they need and the attendant will operate the machine for them.

That is not the only innovation that La Caixa offers. In the main underground stations of Barcelona there are mini-banks with ATMs and an attendant, open during the 8 am to 3 pm banking hours; and at junctions of Catalonia's main motorways, there are mini-banks where Caixa card-holders can fill their wallets without leaving their cars.

Such facilities are part of the weave of innovation that is sweeping over Spain, one of the world's three fastest-growing credit card markets.

Major Spanish banks moved into computerised data processing in the mid-1960s. By the late 1980s Spain, the world's eighth largest economy and fast becoming a highly-sophisticated financial system, is a pioneer in the latest generation of banking services—home banking.

Banco de Santander, one of Spain's "big eight," has plunged into home banking with a zest that reflects the mood of a banking system where the pressure of competition and dynamics of economic growth have driven once-stated institutions to improve and diversify their services.

In July 1982, Banco de Santander became the first European bank to offer home banking by telex. Using his own office telex and a variety of code numbers, the customer can elicit computerised information about his account and market and foreign currency prices. Santander claims that 40 per cent of Spain's 28,000 telex-owners use this service. Five months later, Santander introduced home banking by telephone, once again pioneering this service in Europe.

Today—for the price of a local call (three pesetas) and a monthly charge of Pta 1,000, with free servicing for the multi-frequency gadget resembling a small pocket calculator that enables the user to communicate with Santander's IBM central computer and on-line network installed in 26 Spanish provinces—a customer can manipulate his account from his office or home, be instantly informed of market prices, and save hours of paperwork or commuting.

The Caja de Madrid is one of the banks using automatic telling machines to improve the quality and speed of services

If he has with him the network number, key numbers for whichever service he requires and his secret account number (and if he feels rich enough to foot the huge phone bill), he can do the same on a trip to Australia or Japan. Such is the effectiveness of the multi-frequency equipment, whatever the distance.

In 1984, Santander took another technological step forward into videotext home banking, charging clients Ptas 1,000 a month for use of French Minitel terminals. These, via a 3-peseta local phone call, can give professionals, small, medium or large businesses, basic account information, prices, and transfer or payment services and cash management. From this spring, Santander is moving into computer home banking, which will be available to any customer whose personal computer is compatible with the IBM.

Banco de Santander, together with Banco Central, Banco Hispano Americano and Banesto, founded 4-B, Spain's fast-growing credit card, point of sale and, soon multibank home banking service. The 4-B system now has 36 member banks, with 11,000 branches using its multiple services. It can even help a customer get petrol in the middle of the night. Equipment now being installed in service stations enables the 4-B credit card to activate petrol pumps.

Competing doggedly with the Visa system (Visa Espana now has over 3.5m card holders), 4-B with 1.3m card holders has 870 on-line ATMs that accept Eurocheque and international (but not Visa Espana) cards, and some 4,000 point-of-sale terminals in shops that accept most international credit cards.

The system's hardware comes from National Cash Register in Scotland. By 1987 4-B expects to have 1,000 ATMs installed.

ATMs are being installed rapidly by foreign banks that have bought into retail banking in Spain. They include Barclays and Citibank, both competing aggressively in a market where many citizens now hold at least two plastic cards and a few hold two or three times that number.

The machine age offers Spain's bank customers a speed, diversity and complexity of service that puzzles observers who think of Spain as a sleepy space between the Costa Brava and the Costa del Sol.

Diana Smith

Savings Banks

Customers are getting younger

JUST BEHIND Madrid's bustling, noisy Puerta del Sol looms the solid grey pile of the Caja de Madrid, eighth ranking among Spanish banking institutions in deposits, top ranking savings bank in profits.

It is a 300-year old establishment that serves the people of Madrid and the La Mancha area. But there is nothing Quixotic about Caja de Madrid.

One of more than 30 major savings banks that have evolved from old-fashioned, austere quasi-charitable institutions financing hospitals, schools, libraries and other social works into fiercely competitive bodies jostling the commercial banks for deposits, services and recently, capital market operations.

The Caja de Madrid saw a 25.5 per cent growth of deposits in 1985 to a total of Pta 913bn ($6.4bn), a 12.62 per cent increase in profits—about 4 per cent growth in real terms—to Pta 34.57bn ($241m), and consolidation of its own resources—capital plus reserves at Pta 93.7bn ($655m)—well in line with Bank of Spain directives on the strengthening of own resources by savings institutions.

Like many of the commercial banks, the Caja de Madrid has taken to computerised data-processing and automatic telling machines (ATMs) to improve the quality and speed of services and productivity.

Demand has changed. Savings banks' customers are getting younger and more sophisticated. Small and medium businesses want a wider range of services and information than they did a few years ago. In a rush to cater for a different market, savings banks like Caja de Madrid are quickly learning modern tricks of the trade and turning themselves into multi-service institutions.

Caja de Madrid, years before Spain finally signed her accession treaty to the European Economic Community, began virtual training schemes for small/medium businesses, informing them in seminars and debates how VAT, EEC industrial and trade rules, agricultural policies, and other legislation would affect them. The "schools" continue, while the bank's new foreign department churns out background information for clients interested in doing business all over the world.

One of the principal areas into which the Caja de Madrid pumps the excess funds that, traditionally, Spanish savings banks put into social works is job-training schools. It is looking to a near-future when Spanish industry will begin to feel the brunt of EEC competition and need to develop even newer skills.

Assets of Spanish banking system
(January 1986)

	Pta bn	% of assets
Private commercial banks	15,875.201	61.98
Pesetas	14,166.578	55.31
Foreign currency	1,708.623	6.67
Savings banks	9,739.140	38.02
Pesetas	9,531.167	37.21
Foreign currency	207.973	0.81
Total	25,614.341	

Deposits of principal savings banks
(February 1986)

	Pta bn
La Caixa	1,369.998
Madrid	905.855
Barcelona	491.012
Postal	460.280
Zaragoza, Aragon y Rioja	370.937
Valencia	361.316
Cataluña	349.750
Galicia	295.357
Alicante y Murcia	277.234
Vizcaina	237.271
Total	5,219.010
Total deposits of all Spanish savings banks	9,893.824

Like other savings banks, the Caja de Madrid may open a strictly-limited number of branches outside its traditional area—unlike Spanish commercial banks or foreign banks that have bought up ailing Spanish commercial networks, which have no restrictions on the area or the number of branches they may set up.

The Caja de Madrid has a branch in Barcelona, home ground of that venerable institution "La Caixa," the Catalonian pensions and savings bank and insurance company, whose full name in Castillian is "Caja de Pensiones y de Ahorros de Cataluna y Baleares," and abbreviated name in Catalan, "Caixa de Pensions." Publishing its reports and statistics and brochures in Castillian and Catalan, La Caixa is as busily assertive as the Catalan entrepreneurs, who make no bones about their taste for success.

Largest in deposits of all Spain's savings banks, it had a 20.7 per cent growth in deposits in 1985 to Pta 1,300bn ($9bn) and spread its operations over 951 branches, rapidly automating its branches and outlets in underground stations and at highway junctions.

Founded in 1904, La Caixa is now diversifying its operations and building up one of its original functions — insurance — which had been somewhat neglected in recent years. Among the major social works it has financed is Barcelona's new museum of science, which this year is running a Halley's Comet exhibition.

Diversifying rapidly, La Caixa now offers 40 different financial products, including travellers' cheques, convertible peseta accounts for non-residents, and mortgages for foreigners who wish to acquire houses in Spain.

The growth of branches opened by Barclays in resort areas like the Costa Brava and the Balearic Islands, provides new competition for La Caixa's foreign department. But the tough-minded institution seems to be weathering the pressure well.

As a group, savings banks have not been trouble-free in recent years. The smaller *casjas rurales* (rural savings banks), with their more modest deposit levels, have had difficulty coping with a market that, if not quite a free-for-all, strongly favours Spanish or foreign institutions that can react fast and with strong resources to customer demand.

In all, Spain's savings banks have 12,350 branches, compared with the 17,000 branches of the commercial banks. The growth of savings bank branches has been dynamic. More than 4,000 have opened in the past decade. But the commercial banks have won the race, more than doubling their number of branches in 11 years.

The savings banks have a notable advantage over commercial. It is far cheaper for them to obtain funds: the average annual income paid on a savings account is less than 4 per cent, whereas term deposits in commercial banks pay higher rates.

At the end of 1985, the savings banks had almost 48m accounts—34m of these were straightforward savings accounts with an average balance of 350,000 pesetas, but included large government accounts with average balances of Pta 10m (50,000 government accounts in all).

As the Spanish banking crisis of the early 1980s fades and the remaining problems are almost totally limited to small institutions like the *cajas rurales*, the sorting-out process that led the "big eight" to acquire smaller commercial banks, and a handful of foreign banks to acquire ailing Spanish commercial institutions, is now leading large savings banks to snap up ailing *cajas rurales*. Most recently, the takeover of the Caja Rural of Madrid by the Caja de Madrid.

The more sophisticated savings institutions have begun to compete with foreign and Spanish banks in the capital markets, and to latch on to major peseta syndicated loans as co-managers—an activity few would have dreamed of a few years ago.

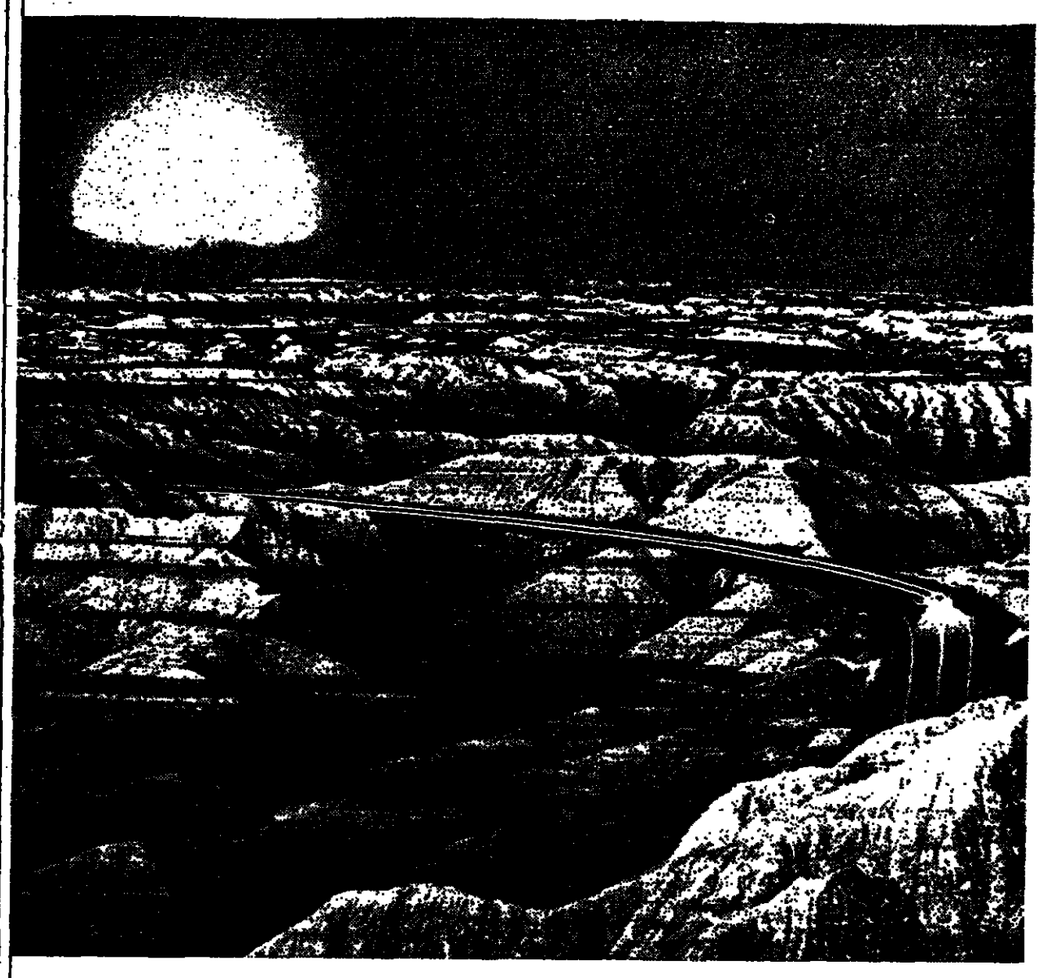
According to an address given by the governor of the Bank of Spain, Mr Mariano Rubio, to the Spanish Congressional Economic Committee in mid-April, the savings banks are playing a growing role in the financial system. Their deposits now represent 39 per cent of all deposits in the banking system, compared with 32 per cent in 1980; and the visible difference between their services and operations and those offered by commercial banks is rapidly disappearing.

In terms of income of profitable assets, savings banks have overtaken commercial banks, with a ratio of 12.5 per cent, compared with the commercial banks' ratio of 11.6 per cent; while, in terms of income on total assets, they are on almost identical footing with the commercial banks.

Many savings banks want the same freedom to open branches throughout Spain that is extended to commercial banks. With their rising tide of deposits and strengthening income from a wider variety of loans, they seem to be in a better position to go national than ever in their history.

Diana Smith

Well-steered



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Foreign Investment

Planting a seed of advanced high technology

"WELCOME, Mr Marshall," a Spanish film classic of the early 1950s, portrays a village buzzing with preparations to welcome the arrival of a US business magnate.

A similar fanfare has surrounded American Telephone and Telegraph's new microchip project in Spain, although with more auspicious results: in the film, when "Mr Marshall" finally reaches the village he drives right through without stopping.

Delayed by major and minor hitches — starting with pressure from the US Administration to make Spain join in Western efforts to stop this kind of technology from getting *into Soviet hands*, to the discovery that a historic right of way for sheep ran through the construction site — work on the $210m factory began near Madrid in April.

It is not the biggest investment Spain has ever had, nor the biggest employment creator, but it has been hailed as a significant pointer to the future. In the words of Mr Charles Brown, the US group's chairman, it is "planting the seed, if you will, of advanced technology."

To get this European production base for custom microchips, with advanced technology and a computer-aided design centre, Spain has been willing to pay a lot. It put up *an unprecedented 60 per cent* of the investment in grants and soft loans, plus the cost of having technicians trained in the US.

This is the prototype of a new model of foreign investment in Spain, export-oriented and aimed at strengthening the country's own capacity for innovation. Now it cannot rely solely on the advantage of paying wages below most of the rest of the EEC. Labour costs will probably remain lower than in France, say, but higher than in some competing countries outside the Community.

Mr Charles Brown, chairman of American Telephone and Telegraph. Work on the US group's new factory, near Madrid, began in April

Behind this venture comes an array of new foreign-backed projects that have helped Spain to forget the recent disappointment of losing Walt Disney Productions' "European Theme Park" to France, and with it a potential $2bn worth of investment on the Mediterranean coast.

The micro-electronic plant is one of three major joint ventures negotiated by the semi-state telecommunications company Telefonica. A computer company controlled by Fujitsu, of Japan, is being set up in Malaga with an initial capital of $40m, while Corning Glass of the US is to build a 65 per cent-controlled optical fibres plant, using Corning's latest technology, equipped with its own research unit, and involving a planned investment of $30m.

In addition there is a series of acquisitions, led by Volkswagen's takeover of Seat, the loss-making state-owned Spanish car manufacturer, formerly in partnership with Fiat. Planned investment there amounts to some $500m.

Others include cement plants being taken over by the Swiss Holderbank concern, trebling its production capacity in Spain, and a project by Kubota of Japan to make tractors in Spain through the farm equipment division of Nissan's subsidiary Motor Iberica.

Finally, there is a spate of new investment by foreign companies already established in Spain, such as Siemens, Pirelli and Ford.

All these developments are geared to the EEC. The bulk of projects related to Community enlargement has so far gone to Spain, with total foreign investment last year dwarfing Portugal's by a ratio of 11 to one. For instance, Ford, which left Portugal in the lurch three years ago when it *shelved a $1bn car project*, is now extending its profitable Spanish plant near Valencia.

Total new foreign investment rose 26 per cent in 1985 to $3.16bn, including a sharp increase from France. The growth comes mainly from companies pumping more capital into their Spanish subsidiaries. In the first quarter of this year the inflow was 24 per cent up in peseta terms (and considerably *more in dollar terms*) over a year earlier.

Spain's advantage over its Western neighbour, despite the much lower cost of Portuguese labour, lies in its more stable political record in recent years, its nearness to the richer European markets, to some extent its infrastructure and its management resources, and above all its home market of 38m people.

This market remains an important factor in investment decisions, even though recent arrivals such as General Motors of Detroit look more to the market in the rest of Europe than to Spanish sales.

This kind of foreign company in Spain contrasts with older-established ventures, most of which came in during the 1960s to tap the protected and under-exploited Spanish market. The sectors most heavily protected against imports were mainly those that received the most foreign investment.

The progressive reduction of Spanish tariffs on goods from the rest of the EEC means that these companies now have to think again—in some cases very hard.

French car companies, which arrived in Spain long before the Americans, are investing in restructuring their current multi-model operations—but not without help from the Government. This is more substantial in the case of Citroën and its related company Peugeot Talbot than for the larger and less problematical Renault operation.

Although both General Motors and Toyota have shied away from taking over the state-owned truck manufacturer Enasa, a new wave of interest in acquisitions in other fields has become evident.

Reprivatisation moves to date —including the sale of former subsidiaries of the seized Rumasa group—have given little evidence of discrimination against foreign interests.

The Socialist Government has been taking *steps to ease the* remaining restrictions on foreign investment. Most bureaucratic barriers were removed last year and curbs on foreign participation in mining, hydrocarbons, refining, insurance, air transport, shipping and local radio are due to be lifted soon.

The only sectors where formal restrictions are due to persist are fence industries (*where foreign stakes* are currently limited to 40 per cent) and public services (25 per cent).

But a safeguard clause is being retained to enable the Government to protect what it deems to be "national interests." This is meant to respond to situations such as that in 1984, when French interests threatened to establish absolute domination over the edible oil sector and the Spanish authorities made sure they did not.

David White

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Export Finance

Hard lessons, bumpy road

EXPORTS CONTINUE to be the success story of the Spanish economy. *As it grows* accustomed to life in the limelight, the Spanish export sector is harbouring increasing ambitions, but it has also learnt some hard lessons along the way.

The good news is all about current account surpluses and the availability of credit. The ambitions have to do with national export plans and *councils*.

The bumps in the road were underlined by a highly publicised trip to China last year, in which politicians, administration mandarins and export *supremos achieved far less than* all the hype had promised and endured an accident-prone visit into the bargain.

At the end of 1985 Spain had a current account surplus for the second consecutive year. The surplus stood at $2.7bn against $2.3bn at the end of 1984, which was the year of the turnabout that ended a three-year-long cycle of current accounts deficits.

With a totally fortuitous, but nonetheless remarkable, sense of timing, Spain has entered the EEC this year at a time when the collapse of world oil prices, in addition to the weak dollar, has more than compensated for the pressure posed on its domestic economy by the onset of tariff disarmament.

Savings on imported energy, which drained Spain's dollars, and the prospect of increased income from tourism, Spain's hardy and all-purpose golden goose as far as foreign currency earnings are concerned, makes for a rosy financial picture, *whatever the export performance* might be.

Economic analysts reckoned that with a Pta 150 to the dollar exchange rate, a conservative estimate on this year's record, *and with an average oil price* of $15 a barrel over the coming months, Spain stood to save Pta 710bn in its oil import bill.

In such an optimum scenario, *the trade deficit, which reached* $4.3bn in 1985, could be cut to one-sixth; and the 1986 current account surplus could result in a giddying figure of around $6.3bn, which would represent 3.3 per cent of the 1985 GDP.

Exports, in the event, were showing by the end of the first quarter that they were holding their own. The first three months of 1986, when exporters totalled $5.9bn, had represented a drop of 8.8 per cent, against the same period last year, although, thanks to the plummeting oil price, the cover of exports over imports remained over the *80 per cent mark*.

This drop had been expected, as exporters had made an extra push at the end of last year to take advantage of final months of tax breaks on com*merce before EEC entry* in January and the introduction of VAT.

In April there was a marked improvement and the current account balance showed a sur*plus of $349m against a $193m* deficit in the same month last year.

Trends were overall sufficiently upbeat to lead the economic authorities into pro*posing greater aggression* for Spanish exports. Far from prompting defensive stand-points, EEC membership was a challenge that had to be met with a positive commercial policy.

Such thinking lay behind the creation of a National Advisory Export Council, which is chaired by the Economy Minister and Groups together the Spanish Chamber of Commerce, the Employers Confederation and the financial institutions specialising in export credits.

The first half of 1986 also saw a series of draft proposals for a national export plan. This was momentarily shelved, due to the June elections, *but a series* of leaks indicated that the boost programme would encompass fiscal and financial support measures as well as clear incentives for the creation of trading companies and associations.

It was unfortunate that, with such ambitious plans, such carefully thought out measures and favourable trends, the trip to China turned out so disappointingly.

The administration's initiatives in this field were building on earlier packages of administrative measures, which plainly sought to widen the traditional export finance system by attracting foreign banks, both resident in Spain and non-resident, towards the growth of the sector.

Spanish exporters had until recently relied for finance on the Banco Exterior, the semi-state owned export-orientated bank, and on the lines based on a 3 per cent share of the *Coeficiente* that is levelled on the private banks by the monetary authorities for restricted official credit.

Under a new set of regulations, the official credit agency, ICO, was empowered to channel direct subsidies to banks which would cover the differential between the cost of raising funds for exports and the interest received. The ICO subsidies, in addition, were able to guarantee banks a profit margin. The new rulings were particularly aimed at foreign Spanish banks which do not have direct access to ICO funds and which are not subject to the *coficientes*.

A further measure, and one *on which foreign* banks were insistent, concerned improved security for export credits through a set of new policies adopted by the Compañia Espanol de Seguros de Credito *a la Exportacion (CESCE)*, the part-publicly owned insurance company which acts on behalf of the administration.

Through CESCE, banks obtained 100 per cent coverage for their risk guaranteed by the foreign currency export credits and were assured of indemnity within 90 days of a default and within ten days in cases of formal insolvency.

It was unfortunate *that*, with such ambitious plans, such carefully thought-out measures and such favourable trends, the trip to China should have turned out so disappointingly. Prime Minister Felipe Gonzalez had set out on a state visit to China accompanied by some 30 top names in Spanish business in what was a rare example for Spain of a fully-blown export drive trip.

The visit appeared jinxed from the start, for the Prime Minister's aeroplane, with the business VIPs aboard, managed to have considerable trouble in reaching China. The aircraft's flight plan had apparently not been properly cleared and the plane was accordingly buzzed, re-routed and forced into interminable delays.

What was worse, however, was that the major projects concerning a *$350m* oil refinery, which was to be built by a Spanish consortium led by Tecnicas Reunidas and Centunion, and a $24m cement plant, which involved the leading Spanish cement producer Asland, fell through. The only deal that went ahead concerned a $10m plant for processing citrus products.

The Spanish authorities had put together a generous credit package which included a $120m soft loan facility with a 30-year repayment period, 10 years grace and 2 per cent interest.

The Chinese refusal on two of the three deals was, at one level, held to reflect the country's own foreign reserve problems, but at another it showed that the big export orders and the long-term financing deals were eluding Spain. For Spain's new get-up-and-go export sector, it was a sobering setback.

Tom Burns

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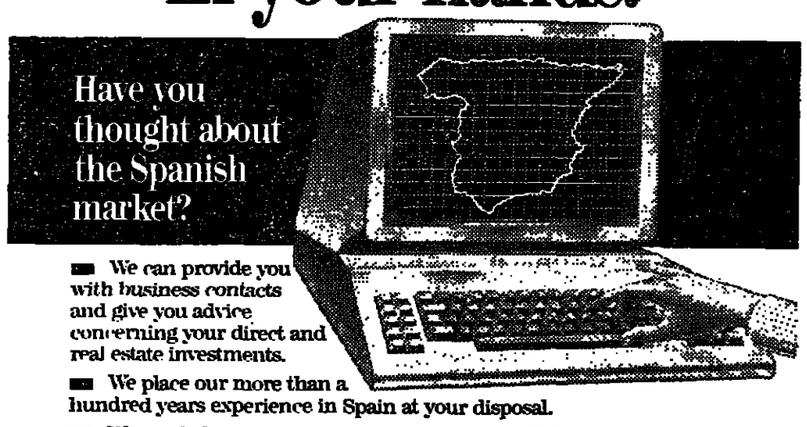

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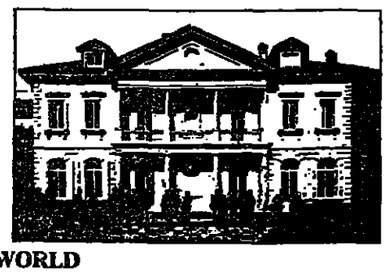

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Stock Market

An oil-fuelled boom in the hot spot

"IT MAY be called the coldest spot in the hot capital and the idlest," wrote the English traveller Richard Ford in the 1840s, describing the Madrid Stock Exchange.

That could have applied for much of the period since the 1970 crisis in Spain but these days no spot is hotter.

After two strong years, confidence in Spanish stock markets simply took off in the wake of EEC accession and the drop in international oil prices and interest rates.

Before the end of April, share dealings on the Madrid market had already exceeded the total for 1985 and the three other exchanges, in Barcelona, Bilbao and Valencia, have shared the unprecedented boom.

Barcelona, where they are always suspicious of the capital's monopolising tendencies, has been doing more business this year than Madrid did last year.

Net foreign purchases of stocks in Madrid totalled some Pta 50bn ($350m) last year, four times the level of 1984, which in turn had been almost four times that of 1983. The foreign share of the equity market has reached 20 per cent and is still rising as Spain holds its place among the world's strongest markets.

It is a marked contrast with *the situation at the end of 1982*, when the Socialist party had just won power. The market, apart from a tentative recovery the previous year, had been in the doldrums ever since the oil *crisis: savings were down, com*panies' profits were down, many of them were in trouble, and interest rates were high.

The Madrid share index, which is re-based at 100 at the beginning of each year, ended 1982 at 81.85. Recovering this ground, 1983 finished at 117.97. In 1984, the year-end level was 140.66, and in 1985 a hardly less impressive 135.78. This year it has been up to 190, hovering close to the magic "double."

Bilbao, where there is no limit on how much any given share price may move in a single session, was the first to cross the 200 line, followed by Barcelona.

Spain's referendum on NATO in March, in which the Government won a majority in favour of staying in the alliance and thereby cleared the air of political uncertainty, produced an extraordinary response on the "bolsas". All index records were *broken, with the Bilbao* index shooting up by 13 points. It was enough to mark a watershed in stock market history: all the ground lost since 1974 had been recovered, and the *boom that* preceded the crisis had been outshone.

Prime Minister Felipe Gonzalez delivers his final pro-NATO speech before the referendum. The Government majority cleared the air and produced an extraordinary response on the "bolsas"

Apart from the buoyant international climate, the rise reflects a distinct improvement in Spanish companies—both in earnings and in their financial structure—as well as lower interest rates, which have made shares a more attractive proposition in comparison with bonds.

However, the dizzy rates at which prices have shot up (giving way to some recent jitters) also reflect the narrowness of the market. Three-*quarters of trading is* concentrated in a handful of shares: banks, electrical utilities and the semi-state telecommunications company Telefonica.

Even though other star per*formers have emerged*—recent instances are the ERT chemical group, Catalana de Gas and insurance companies — block-buying by foreign institutional investors has tended to increase the concentration.

The number of companies quoted in Madrid was down to 335 last year, a loss of 122 in three years. Many companies, anxious to maintain family control (there is no facility for non-voting stock) and less than anxious to disclose information about themselves, are reluctant to go on to the market.

Mr Mariano Rubio, Governor of the Bank of Spain, recently warned of "an imbalance between demand and supply of shares, which could interfere with the functioning of our stock markets."

Buying pressure is due to increase still further with the *creation of pension funds under* new legislation due after the election later this month. For Mr Rubio, the distortions have to be remedied before then; or else the new institutions will start out having to invest in stocks at prices which reflect, not their real value or earnings outlook, but just the lack of paper on offer. He is looking to banks to play a role in bringing new companies to the market.

A second-tier market, on the French model, aimed at smaller companies, is about to be launched; and measures are being drawn up to liberalise investment by Spaniards and Spanish institutions in foreign stocks.

Other plans are afoot to bring Spain more into line with practices on major world exchanges. These involve:

- Continuous trading, replacing the current system of "corros" (meaning "rings"), in which trading in different stocks takes place in 10-minute sessions in designated parts of the floor. This change pre-supposes a reform of the current broker system.
- An end to the peculiar system of price quotation, currently based on percentages of nominal values (which are mostly Pta 500, but range from Pta 150 to Pta 5,000, with odd ones in between, such as Banco de Santander, which has just raised its nominal share value from Pta 440 to Pta 470) instead of actual prices.
- Further efforts on corporate information, which has improved in the case of major companies, but which in many instances is still distinctly below par.

Spain is likely to remain a focus of interest for EEC-based institutions seeking to diversify their portfolios. In comparison with other EEC exchanges, Spanish stocks are still considered to be relatively undervalued. But after the recent boom they are no longer quite the bargain that Richard Ford found them to be. "Those who like Spanish funds," he wrote, "*may* buy them as cheap as stinking mackerel."

David White

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SECTION II – COMPANIES AND MARKETS

FINANCIAL TIMES

Monday June 16 1986

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CREDITS AND EURONOTES

Comecon borrowers obtain fine terms

NOTWITHSTANDING the additional strain on East European finances caused by the Chernobyl nuclear disaster in the Ukraine, Comecon borrowers continue to raise money in the syndicated loan market at very fine terms, writes Peter Montagnon in London.

Syndication of a $100m, eight-year credit for Czechoslovakia's Foreign Trade Bank launched two weeks ago by National Westminster with an initial margin of just ⅛ per cent is already virtually complete. Now another Comecon borrower is in the market. The Moscow-based International Investment Bank which lends inside Comecon is raising $250m in its first operation since 1984.

Deutsche Bank is leading this 10-year deal through its Luxembourg subsidiary. It bears a margin of ¾ per cent, predictably well below the previous $125m operation. That bore interest at ¾ per cent over London interbank offered rates for Eurocurrency deposits (Libor).

Elsewhere attention continues to focus on the $600m loan facility for Electricité de France (EdF). A lot is riding on the fate of this credit, which bears an initial commitment fee of just 4 basis points for the first three years rising to five for the next seven. The French Treasury badly needs a conspicuous success to offset the lacklustre performance of earlier packages for Gaz de France and SNCF, the state railways.

Latest indications are that the deal is meeting fairly strong demand, though a precise out-turn is still hard to calculate because the borrower has set a 50 per cent limit on participations by Japanese and French institutions. This means that the final size of the deal will depend heavily on subscriptions from banks of other nationalities and it will probably take until the middle of this week before the counting is over.

An increase in the total amount already looks a strong possibility.

EUROMARKET TURNOVER
Turnover ($m)

	Straights	Conv	FRN	Other
Primary Market				
US$	2,883.3	50.0	2,516.3	1,729.5
Prev	2,653.1	215.5	849.3	1,980.7
Other	898.5	–	112.8	228.1
Prev	2,136.7	–	–	73.3
Secondary Market				
US$	21,038.9	1,167.7	13,086.7	3,681.7
Prev	30,314.4	1,186.1	12,822.2	4,880.7
Other	10,578.3	132.9	2,883.7	3,083.5
Prev	9,827.9	149.3	3,315.2	3,039.7

	Cedel	Euroclear	Total
US$	12,707.8	33,637.0	46,344.0
Prev	12,573.4	28,080.9	40,654.3
Other	8,780.1	8,778.8	17,558.9
Prev	8,761.4	9,181.8	17,943.2

Week to June 12 1986 — Source: AIBD

For the market to consider EdF's commitment fee as a new benchmark this would, however, have to be substantial, bringing the facility up to the $1bn range, and that could still be easier said than done. Some bankers reported on Friday that they have been subject to an unusually hard sell by the borrower.

Sanofi, the French pharmaceutical concern is raising $250m through a five-year, revolving credit partly to back up issue of Eurocommercial paper. Led by Credit Suisse First Boston, this deal carries a commitment fee of 5 basis points for the first two years, rising to 6¼ points for the remaining three. The credit is divided into two equal tranches, the first of which bears interest at a margin of ⅛ per cent over Libor and must be fully used before the second portion is drawn. This carries a slightly higher spread of 15 basis points.

Italy's credit concern Istituto Mobiliare Italiano and a group of other public sector entities are renegotiating through Citicorp a deal arranged jointly in 1980. The outstanding balance of this $425m credit which was due to mature in 1989 is $192m. Under the new terms it will be divided into three separate tranches, two of which mature in 1989 and 1990 respectively and carry interest at a margin of ⅛ per cent. The remainder will now mature in 1993 and carry interest at a margin of ¼ per cent.

Cameroon is shortly to launch a $120m credit to finance a highway project. This will be a co-financing deal with the World Bank. Terms are still under negotiation, but an initial mandate has been awarded to Banque Indosuez, Bank of Tokyo, Crédit Commercial de France, Industrial Bank of Japan, National Westminster and Standard Chartered.

Avasa, the Spanish motorway operator, is raising DM 250m to replace a financing arranged last year totalling DM 225m and SFr 65m. Led by First Chicago, Industrial Bank of Japan and Cazar, the Spanish savings bank, the eight-year deal will bear interest at a margin of 20 points over Libor rising to 25 basis points after four years. This is a sharp reduction in margins compared with the previous deal which carried a split ¾–⅞ per cent spread.

Dollar issues unmoved by rise in New York prices

"THE EUROBOND market could hardly care less what's happening in New York" said one banker last week. On Friday afternoon, while US Treasury bonds ticked up 1½ points on the back of further evidence of sluggish growth in the US economy – a 0.5 per cent fall in May industrial production – dollar Eurobonds stubbornly refused to move, writes Clare Pearson in London.

Despite last week's tentatively firmer tone, therefore, bankers believe that little of underwriters inventory moved off their books, and the market responded with indifference to most new deals.

Yet, engrained cynicism among dealers not withstanding, it still seems possible to move some paper for the right name, and Credit Suisse First Boston showed how with a $150m 8¼ per cent 10-year bond for Marks & Spencer.

The key seemed to be to divorce the swap transaction from the Eurobond pricing, so that unsellable terms, the bugbear of the Eurobond market, were not produced. Marks & Spencer orchestrated its own swap from dollars to floating rate sterling. The company also had the foresight to obtain and publicise its triple A rating, the only one ever awarded to a retailer by both Standard & Poor's and Moody's, in advance of issue.

Timing also played its part. Credit Suisse First Boston launched the deal at a net spread of 45 basis points over US Treasury bonds last Monday morning, when the market was still buoyed by the previous week's sluggish US economic data. As optimism subsided on Tuesday, Marks & Spencer's bond followed the market down and traded outside its fees at a discount to issue price of as much as 3 per cent. The deal held up better than the market as a whole, however, so that its yield differential over US Treasury bonds narrowed rather than widened.

In contrast, a $150m 8¼ per cent eight-year bond for Sweden, also launched through an "issuing window" provided by Thursday's drop in May retail sales, saw its spread over US Treasury bonds widen from around 45 basis points at launch to about 60 by Friday afternoon.

Some European continental currency sectors of the Eurobond market showed a firmer undertone, with dealers still bullish on medium term possibilities of interest rate cuts, but limited inclination to acquire new bonds.

Ecu Eurobonds ticked up about ¼ point in price as dealers began to feel the market was oversold. This enabled Banque Paribas Capital Markets to launch an Ecu 55m 7½ per cent seven-year deal for Gillette, meeting an enthusiastic response from investors.

The D-Mark sector turned optimistic ahead of the outcome of yesterday's Lower Saxony elections, a trial of strength for the Christian Democratic party. However, no tendency to purchase D-Mark fixed rate Eurobonds developed.

In this context the most successful D-Mark deal of the week was a DM 300m floating rate note (FRN) issue for Midland Bank. Investors enthused about this since it was the first bank FRN for some time not to bear an interest rate cap. Its launch has dispelled the gloom in the market for bank FRNs which set in after a crop of capped issues was launched last year.

Elsewhere in Europe the sterling market showed signs of depression on the announcement of a 3 per cent rise in Sterling M3 (broad money supply) last Tuesday, and comments by Mrs Margaret Thatcher, the Prime Minister, that Britain would not join the European Monetary System. Prices were about ¼ to ½ point down on the week, although news of 2.8 per cent inflation for May cheered the market on Friday.

Bonds in the Swiss franc sector drifted, as no new factors emerged to affect the market.

The Euroyen market awaited the launch of a projected Y180bn of new issues for foreign banks as the Ministry of Finance lifted restrictions on such issues at the beginning of this month. Only one, for Citicorp led by its merchant banking subsidiary, materialised. Bankers reported that many issuers had delayed a launch in the light of the weak state of the market ahead of the July 6 elections. Citicorp's 6¼ per cent seven-year bond suffered from investors' inclination to wait and see what terms would be set on subsequent foreign bank issues, and moved slowly.

Italians back move on stock transfers

By James Buxton in Rome

THE ITALIAN Parliament has taken an important step which could help speed up the transfer of shares on the Milan stock exchange.

The Senate has approved a bill which will ease the functioning of a company named Monte Titoli, the purpose of which is the storing and transfer of share certificates.

The several fold increase in trading volumes on the Milan stock exchange in the past year has frequently created chaos in the clearing of share certificates.

The issue has angered stockbrokers and institutional investors in London and New York who in some cases decided to boycott the Milan market.

Monte Titoli was set up in 1978 by several leading Italian banks to operate as a clearing house for share certificates, but it did not start functioning until 1982.

Its operation was limited because it was constituted as a fiduciary company, holding the share certificates on behalf of clients. It still has less than 10 per cent of all business on the stock exchange.

The newly approved legislation changes Monte Titoli's status into that of a service company. This should encourage more banks and their clients to make use of it.

But it is not expected that the change in status will produce a dramatic increase in the amount of business handled by Monte Titoli.

For one thing it will take some weeks for the new system to come into effect. Even then it may be necessary to overcome lingering resistance to the concept from some banks and financial operators.

Observers of the Italian stock exchange see the change in Monte Titoli as an important first step to the eventual creation of a purely electronic share transfer system in Milan.

Foreign banks set for German bond group

BY JONATHAN CARR IN FRANKFURT

FOREIGN BANKS incorporated in West Germany are today expected to learn under what conditions they will be admitted – probably from next month – to the consortium which places federal government, post office and railway bonds.

Details are likely to emerge during discussions between leading foreign banks in Frankfurt and Mr Claus Koehler, the member of the Bundesbank directorate responsible for the capital markets.

In talks between Mr Koehler and German bank representatives on Friday, it was agreed in principle that foreign banks should participate in the federal bond consortium. In particular, it is recognised that foreigners are buying a large, and increasing share of German domestic bonds.

However, it is understood that German banks are unhappy about the Bundesbank's proposal that foreign banks should have a share in the consortium of as much as 20 per cent.

So far only German banks (about 70 of them) have been allowed to take part in the group and some, notably public sector banks, feel their shares are too low.

In today's talks the Bundesbank is expected to stress the importance of reciprocity, meaning that foreign banks' home countries should offer similar facilities to German banks.

Last year foreign banks were permitted for the first time to lead-manage D-Mark Eurobond issues, but the Japanese were excluded on the grounds that so far Tokyo did not offer similar benefits.

The Bundesbank is also likely to stress that consortium membership involves duties as well as benefits – in particular a commitment by banks to take their agreed quota of federal bond issues, even when they might prefer to opt out.

Royal Insurance in sterling paper plan

BY PETER MONTAGNON, EUROMARKETS CORRESPONDENT

ROYAL INSURANCE has become the first UK insurance company to announce a sterling commercial paper programme. It has appointed Barclays and S. G. Warburg to act as dealers for up to £50m ($76m).

The issue is likely to be a first test of whether companies can issue paper directly out of the UK before changes in the Companies Act have been completed allowing this to be done without a prospectus.

Until now it has been generally assumed that such an issue would contravene the Companies Act. UK borrowers who have tapped the market have had to do so through the means of an offshore financing vehicle.

But frustration over the delays this has caused in developing the new commercial paper market has led some companies to look at other possibilities. Royal is one company which believes direct sales of commercial paper are legal, provided the offer for sale is made orally rather than in writing.

"We think the oral method of issue does fall within the legal possibilities," said Mr David Malcolm, chief investment manager at Royal. This was provided dealers placed the paper directly with end-investors so that extensive secondary trading did not develop.

For this reason any paper sold directly before the Companies Act is amended, probably late this year, would be for short-term maturities only. Royal will only issue if it finds it actually needs the funds.

Mr Malcolm said the commercial paper programme would add to the range of financing options available to the company

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INTERNATIONAL CAPITAL MARKETS

US MONEY AND CREDIT

Weak economic news brings the bulls back

THE BULLS, or at least Wall Street professionals, came storming back last week proving once again that bad news on the economy is generally good for bonds.

The much weaker than expected 0.1 per cent decline in May retail sales and the 0.6 per cent decline in industrial production—coming on top of the previously announced rise in unemployment—startled the markets and convinced most doubters that the US economy remains sluggish at best.

As a result bond prices surged on Friday boosted by rekindled hopes of another round of Fed easing—perhaps as early as next month. But despite the end-week euphoria most individual investors remained on the sidelines, not yet sure which way to jump.

The confusion is understandable. M1 is surging and less than two weeks ago the consensus on Wall Street was that the Fed's next move might well be to tighten the monetary reins. These sentiments thrust the spotlight back onto the performance of the domestic economy.

What the spotlight picked up was an industrial sector which, in the words of Mr Allen Sinai of Shearson Lehman Brothers, clearly is in recession with industrial production at the same level as a year ago.

For Mr Sinai and many other senior Wall Street economists, the question is how long the Fed will hold out before easing. Aside from the surge in M1—which is largely discounted because the broader monetary aggregates remain relatively well behaved—the other factors limiting the Fed's flexibility are the renewed weakness of the dollar and the apparent reluctance of Japan and West Germany to join another round of co-ordinated interest rate cuts.

Nevertheless most private sector economists appear convinced once again that the Fed will step up to bat sooner or later. For Dr Henry Kaufman of Salomon Brothers, a Fed easing—possibly including another reduction in the current 6.5 per cent discount rate—could come next month.

"Continued disappointing economic news has substantially increased the probability of another easing in monetary policy," he says, adding that the recent economic news points towards real second quarter GNP growth of two per cent or less.

"Further accommodation by the Federal Reserve is likely to be accompanied — or even preceded — by easing moves in other countries," says Dr Kaufman. "Foreign central banks may overcome their current reluctance to initiate additional accommodation as evidence of continued disappointing growth accumulates. In addition, inflation rates in most of these countries are very low or negative."

Other factors arguing for a further Fed easing include domestic bank credit problems —the chairman of the Federal Deposit Insurance Corporation told Congress last week that a post depression record of around 150 banks are likely to fail this year (55 already have) and noted that the Federal agency's "problem bank" now numbers one out of every 10 US commercial banks.

In addition Third World debt problems have moved back into the spotlight with Fed chairman Paul Volcker's surprise visit last week to Mexico City to try and help patch together a loan package to avert a Mexican default.

Indeed the pressure on the Fed to ease the monitary reins is building.

Even so, credit market participants may well choose to remain cautious in the short term. One obvious reason is the recent performance of the monetary aggregates—even M2 is now near the centre of its 6 to 9 per cent target range following the $26.1bn jump in May. Another is the weight of new government borrowing supply which includes the two-year note auction this Wednesday following the announcement tomorrow of the Treasury's mini-refunding.

Since the 20-year bond component has been dropped the auction is expected to comprise a larger than expected package of $8bn in four-year notes raising $3.7bn in fresh cash and $8bn in seven-year paper raising all new cash.

The recent renewed slide in the dollar may also sound alarm bells among investors, though the latest Treasury figures show that foreign investors bought a near record 20 per cent of the net new supply of Treasury notes and bonds in the 1986 first quarter despite a sharp decline in net Japanese purchases

The other disconcerting factor for US bond investors is the market's recent sharp volatility reflecting its relative thinness as well as fast-paced shifting market perceptions.

For example bond prices plunged 2½ points last Monday — as the Dow Industrial Average skidded to a record 45.75 point one-day decline. By the end of the week, however, both markets had bounced back

Among the big new corporate offerings Ralson Purina brought a $200m issue of 10-year 9 per cent notes to market prices at par. Niagra Mohawk Power sold $150m of 30-year 10 per cent bonds priced to yield 10.119 per cent and General Motors Acceptance Corporation launched a double-barrel offering of $200m in four-year 8 per cent notes priced at par and $300m of six-year 8¼ per cent notes price to yield 8.17 per cent. Overall most corporate bond prices rose by between ½ and 1¼ points while new issue yields were unchanged to 20 basis points lower.

Paul Taylor

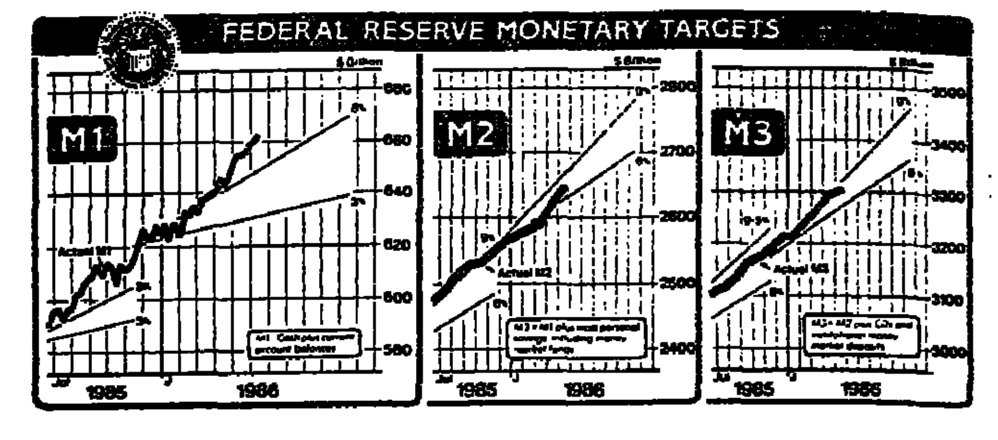
US MONEY MARKET RATES (%)

	Last Friday	1 week ago	4 wks ago	—12-month— High	Low
Fed Funds (weekly average)	6.87	7.03	6.89	9.91	6.79
Three-month Treasury bills	6.16	6.32	6.19	7.40	5.78
Six-month Treasury bills	6.23	6.37	6.28	7.48	5.79
Three-month prime CDs	6.75	6.83	6.82	8.10	6.42
30-day Commercial Paper	6.75	6.80	6.75	8.05	6.38
90-day Commercial Paper	6.70	6.75	6.70	8.00	6.25

US BOND PRICES AND YIELDS (%)

	Last Friday	Change on week	Yield	1 week ago	4 wks ago
Seven-year Treasury	98¾	+1½	7.61	7.90	7.93
20-year Treasury	111¼	+1¾	8.20	8.34	8.19
30-year Treasury	97¾	+2¾	7.48	7.67	7.63
New 10-year "A" Financial	—	+1¾	8.75	9.00	9.25
New "AA" Long utility	—	+1½	9.50	9.38	9.25
New "AA" Long industrial	—	(nil)	9.13	9.13	9.13

Source: Salomon Bros (estimates).
Money Supply: In the week ended June 2 M1 rose $1.7bn to $633.2bn. In May M2 grew $26.1bn to $2,647.1bn and M3 by $13.2bn to $3,307bn.



UK GILTS

Prices sent sliding as M3 blues takes hold

INTERPRETATION of the UK's provisional money supply figures is usually a numbing task requiring infinite patience. Last week, the message of a 3 per cent jump in sterling M3, the broad measure of money, in the May banking month was abundantly clear.

If it had been only the extent of the monetary surge, that might have been that. We have lived through jumps of 3 per cent in sterling M3 before—last month, for instance.

More worrying for the gilts market which is not supposed to pay much attention to the statistic these days, was the absence of any good excuse. Buoyant company investment in anticipation of the ending of capital allowances will no longer serve, as it has in the last few months.

Prices accordingly took a dive, dropping 1⅜ points at the long end on Tuesday and as much again on Wednesday.

Despite a steadier day on Thursday and something of a recovery on Friday the FT actuaries all stocks index ended the week 1.58 lower at 141.31, and the 25-year high coupon yield rose 2 basis points on the week to end at 9.39 per cent.

Although in some respects the message of the money supply figures was clear, and dire, interpretation was complicated by the fact that much of the growth came under the heading of "other counterparts." These are notoriously difficult to read, and it is unlikely that we will be much the wiser when the final money supply numbers are published on Thursday.

At the Bank of England there appears to be reasonable confidence that the "errors and omissions" which would come under this heading are not to blame. The suggestions that the jump might be due to the run-off of a repurchase agreement for trade guarantee paper was superficially attractive, since a remarkably congruent number appeared in the clearing banks' statement, but a casual reading of the footnotes to the banking statistics shows that it was wrong. More plausible perhaps is the issue by UK companies of Euro-sterling debt.

Even ignoring the "other counterparts" bank lending of £1.7bn in May is not negligible. It is in fact 18 per cent higher than in the same month of 1985 just as it was in banking April. Growth of 18 per cent is, those with long memories will recall, well above the government's official target for sterling M3 this year.

Mr Robert Thomas, of broker Greenwell Montagu, finds this undisturbing. "The more one analyses these figures the less worrying they are. We have had some high rates of monetary growth before, and I don't think these numbers make things worse. If you look at all the other indicators of monetary conditions, with the possible exception of house prices, there is nothing worrying."

Certainly there appears to be little that the Treasury can do about it, even if it does find sterling M3's rapid growth worrying—and some analysts detect a considerably lower pitch of anxiety there than at the Bank. It could raise interest rates or tighten fiscal policy, neither of which would have a very predictable or immediate effect on sterling M3, or it could sell more debt.

The last of these might happen anyway, since the underfunding of the public sector borrowing requirement in recent months is unlikely to be kept up for long. This would not make a major dent in monetary growth, however, without a return to the policy of over-funding, which would not do much for the gilt market.

None of this has yet shaken the market's conviction that the next move in base lending rates should be downwards. But it has delayed this move and made its timing more dependent on international interest rate movement. It has also made the market considerably less confident that there is room for further cuts in rates after that.

George Graham

NEW ISSUE — *These Bonds having been sold, this announcement appears as a matter of record only.* — MAY, 1986

EUROFIMA

SOCIÉTÉ EUROPÉENNE POUR LE FINANCEMENT DE MATÉRIEL FERROVIAIRE

Japanese Yen 10,000,000,000

5⅝ per cent. Bonds due 1993

Issue Price: 101⅜ per cent.

IBJ International Limited

Chuo Trust Asia Limited — Swiss Bank Corporation International Limited

Bank of Tokyo International Limited — Banque Bruxelles Lambert S.A.

Berliner Handels- und Frankfurter Bank — Crédit Commercial de France

Credit Suisse First Boston Limited — Daiwa Europe Limited

EBC Amro Bank Limited — Fuji International Finance Limited

Istituto Bancario San Paolo di Torino (London Branch) — Kleinwort, Benson Limited

LTCB International Limited — Merrill Lynch Capital Markets

Mitsubishi Finance International Limited — The Nikko Securities Co., (Europe) Ltd.

Nomura International Limited — Société Générale

Sumitomo Finance International — S.G. Warburg & Co. Ltd.

Yamaichi International (Europe) Limited

FT/AIBD INTERNATIONAL BOND SERVICE

US DOLLAR STRAIGHTS	Issued	Price	Chg. on week	Yield
AHFC O/S Fin 11¾ 94	100	104¼	+0¼	10.78
AIDC II 89	75	105⅝	+0½	8.48
Alcan Australia 8½ 89	25	98⅛	0	9.00
Amer Savings 12 89	125	104⅞	0	9.88
Amer Savings 12¾ 89	100	106⅞	+0⅛	9.82
Asian Dev Bk 11¾ 93	100	115	+0¼	8.88
Australia 11¼ 90	100	112¼	+0½	7.83
Australia 11½ 95	300	116	+0⅛	8.89
Australia 11⅜ 98	100	118½	+0⅛	9.06
Austria 15½ 88	75	112	+0½	7.88
Avon Fin 10¾ 92	100	104¼	+1¼	9.30
Bk Nova Scotia 13¾ 87	100	105⅞	0	7.75
Bank of Tokyo 12¾ 92	100	112¾	−0⅛	9.47
Bank of Tokyo 13¾ 91	100	120¼	+0⅛	8.40
Bank of Tokyo 13⅞ 89	100	115	+0⅜	8.41
BMW O/S Ents 10¾ 91	50	107⅞	−0⅛	8.73
BP Capital 11½ 92	150	108	+1½	9.21
Br Col Hydro 11⅜ 93	200	115⅛	+0⅜	8.80
Br Col Hydro 12¾ 14	200	124⅝	+0⅛	10.13
Br Col Hydro 12¾ 13	250	125	+1¼	9.99
Britoil Fin 11⅝ 90	125	106¼	+0½	9.99
Caisse Nat En 11⅝ 95	125	118⅛	+1	8.67
Canada 10⅞ 88	500	106⅛	+0⅛	7.67
CBS Inc 11⅜ 92	100	107¼	−1	9.79
Centrust S & L 0 10	1.2bn	11¼	+0⅛	9.67
Chesebrough 12 93	100	108⅛	−0⅞	9.94
Chubu Elec Pwr 13¾ 91	50	111½	−1	10.26
Citicorp O/S 10⅛ 90	100	102⅛	+0⅛	9.53
Citicorp O/S 11¾ 90	100	104⅝	0	10.38
Citicorp 11⅝ 92	100	106⅛	+0⅛	10.12
Citicorp 11⅜ 97	200	107⅛	−0⅜	10.51
Citicorp O/S 14 94	100	100⅞	0	13.88
CNCA 11½ 92	125	112¼	+0⅛	8.71
CNCA 13⅜ 91	100	117½	+0⅛	8.76
Cosstied Int 12⅜ 88	125	105½	+0⅛	8.99
Coca-Cola 11⅝ 88	100	107⅛	+0⅛	7.91
Cp Fn de Paris 13⅞ 89	100	107⅞	−0⅛	10.83
Continental Grp 11½ 93	75	104⅛	+0⅛	10.81
Creditanstalt 13⅝ 91	100	117⅛	−0⅛	8.58
Daiichi Kangyo 12¾ 90	100	113	+0⅞	8.51
Denmark 10⅝ 90	100	104⅝	+0⅛	9.35
Denmark 11½ 92	100	111¼	+0⅛	8.84
Denmark 12¾ 92	250	101⅛	+0⅛	12.30
Denmark 13 91	100	116⅞	+0¼	8.65
Denmark 13 92	100	107½	+0⅛	12.66
Denmark 13⅝ 91	100	118	+0⅛	8.82
Denmark 13⅞ 88	100	111⅛	+0⅛	8.04
Denmark 14 91	100	111½	+0⅛	10.95
Digital Equip 11⅜ 89	150	107⅛	+0⅛	8.44
Dutch St Mines 11¾ 91	150	107⅛	+0⅛	9.28
Eksportfinans 11⅜ 92	100	111½	+0⅛	8.63
Eksportfinans 11½ 90	100	107⅛	+0⅛	9.24
Elec de France 11⅛ 93	100	112¼	+1½	8.59
Elec de France 12⅜ 87	150	106⅛	0	7.69
EEC 11 87	350	103½	+0¼	6.17
EEC 11⅜ 90	100	108⅞	+0⅛	8.77
EEC 12 93	100	117	+0⅞	8.73
Elf-Aquitaine 10⅝ 89	100	105⅛	0	8.55
Ericsson L M 10⅞ 88	100	103⅞	−0⅛	8.04
Euro Inv Bk 11½ 90	200	111¼	+0⅛	8.37
Euro Inv Bk 11⅝ 91	73	108½	0	9.25
Euro Inv Bk 12½ 90	100	113½	+0⅛	8.27
EDC 9⅞ 88	200	102½	0	8.61
EDC 10 88	125	103¼	+0⅛	7.80
EDC 10⅝ 88	100	104½	+0⅛	7.57
EDC 11½ 89	150	107¼	+0½	8.02
EDC 12 89	100	110⅛	+0⅛	8.24
EDC 13⅝ 87	100	106⅞	+0⅛	7.62
Fed Dept Store 11 90	100	107⅞	+0⅛	8.44
Finland 11½ 88	100	105½	+0⅛	7.86
Finland 12⅜ 94	75	119⅛	+0⅛	8.87
Finnish Export 12⅜ 87	75	106⅛	−0⅛	7.73
Firstfed Mich 1 13⅝ 89	125	109⅛	0	9.61
Florida Fed 12⅜ 89	100	106	+0⅛	9.89
FNMA 11.5 91	300	110⅛	+0⅛	9.05
Gen Elec Cred 0 96	600	42⅛	+0⅛	8.80
Gen Elec Cred 9⅞ 91	100	104⅞	+0⅛	8.68
Gen Elec Cred 10⅜ 90	200	104⅞	+0⅛	9.80
Gen Elec Cred 11 91	200	106⅜	+0⅛	9.30
Gen Elec Cred 11⅝ 87	200	104⅝	+0⅛	10.79
Gen Elec Cred 12 94	200	108⅞	+0⅛	10.17
Gen Foods Cap 11⅝ 90	75	107¼	+0⅛	8.99
General Mills 8 12 91	100	112⅛	+2⅞	9.06
GMAC 10 88	200	103½	+0⅛	7.70
Gen Motors Acc 10⅝ 90	200	104	+0⅛	9.12
Gen Motors Acc 11⅝ 90	200	106⅛	+0⅛	9.37
GMAC O/S Fin 15⅛ 97	100	102⅛	−0⅛	11.28
GTE Finance 12 96	75	103	0	11.48
Gulf Oil 10⅝ 94	100	101½	−1¼	9.96
GZB 14 91	100	119½	+0⅛	9.24
Holl Air Fin 12⅜ 91	100	106⅛	+0⅛	10.54
Household Fin 11⅝ 92	100	109½	+0⅛	9.36
IBM 9⅜ 88	200	102⅞	+0½	9.24
IBM (WTC) 10⅝ 89	300	104⅝	+0⅛	9.72
IBM Credit 11 89	100	106	+0⅛	9.21
IC Industries 8½ 87	35	99⅜	0	9.15
IC Industries 12 90	75	107⅛	−0⅛	9.68
Inco 92	100	99⅛	−0⅛	9.16
Ind Bk Japan 10⅜ 92	100	106⅝	−7	8.13
Ind Bk Japan 10⅞ 95	100	110⅝	−0⅛	9.07
Ind Bk Japan 11⅛ 89	125	107½	−1	8.27
Ind Bk Japan 11⅞ 91	100	112	−0⅛	8.95
Int-Amer Dev 12⅜ 91	150	118¼	+0½	8.78
Int-Amer Dev 11⅝ 94	200	114⅛	−2½	9.30
Int Paper 12 91	75	106½	−0⅛	10.46
Int Stand Elec 0 97	112	34⅛	+0⅛	10.48
Int Stand Elec 12 96	75	106⅞	+0⅛	10.81
ITT 11½ 89	125	105⅛	−0⅛	9.22
ITT Credit Corp 10½ 90	75	104⅛	+0⅛	9.08
Japan Airlines 12½ 94	70	117⅛	−1⅛	9.23
Japan-Dev Bk 10⅜ 92	80	105½	0	9.33
Kellogg Co 10⅝ 90	100	105½	+0½	8.98
Kellogg Co 11⅜ 92	100	110⅛	+0⅛	8.79
Kimberley-Clark 12 94	100	116⅛	+0½	9.08
Kyowa Fin HK 12⅜ 90	100	113⅞	+0⅛	8.85
Long Term Cred 10⅜ 90	100	107½	+0⅛	8.44
Long Term Cred 11 90	100	107⅛	+0⅛	8.44
Long Term Cred 11⅞ 89	100	108⅛	+0⅞	8.27
Long Term Credit 12 93	100	117⅛	+1⅛	8.71
Macy R H 11⅞ 91	100	104⅝	−0½	10.36
Macy R H 11⅜ 95	100	105⅝	−0⅛	10.67
Marubeni 11⅝ 91	100	106⅛	−0⅛	9.80
McDonalds Fin 11⅝ 94	75	107⅛	+0⅛	10.06
Merrill Lynch 12⅜ 89	100	108⅛	+0⅛	10.42
Michelin 10 94	125	100½	−0⅛	9.96
Mitsubishi Cp 10⅝ 92	100	106⅛	−1⅛	9.02
Mitsubishi Cp 10⅝ 95	200	107⅛	+0⅛	9.35
Mitsubishi Cp 12⅜ 91	100	116⅛	+1½	8.35
Mitsubishi Est 10⅝ 92	80	104⅝	+1	9.32
Mitsubishi Est 11⅝ 88	50	106	+0⅛	7.98
Mitsui Fin Asia 12½ 92	100	111½	−0⅛	9.40
Mitsui Tst Fin 12 91	100	112½	−0⅛	8.60
Mobil Corp 10⅝ 90	200	102⅛	−0⅛	9.38
Montreal City 12⅜ 91	70	112⅛	−0⅛	9.10
Mgn Guaranty 12⅜ 89	150	109⅛	+0⅛	8.27
Morgan J P 11⅜ 92	100	107⅛	+0½	9.51
Mount Isa Fin 13⅝ 87	100	105⅛	+0⅛	8.46
Ned Gasunie 11⅝ 90	75	110⅝	0	8.23
Ned Gasunie 11⅞ 91	75	109⅛	−0⅛	9.50
N Eng Lf Mtg 11⅝ 95	149	111⅛	+0⅛	9.76
Newfoundland 13 91	75	114	−0½	9.27
Nippon Crd Bk 13⅞ 89	100	114⅛	+0⅛	8.37
Nippon Cred Bk 9⅜ 93	50	96¼	−1	10.02
Nippon Tel Tel 11⅝ 90	100	108⅞	−0⅛	8.43
Nippon Tel Tel 12⅜ 91	100	117⅛	+0⅞	8.35
Nissho Iwai 10⅜ 92	100	106	+0⅛	9.35
Nova Scotia 11⅜ 91	100	105⅛	+1⅛	10.10
Nova Scotia 11⅜ 98	100	111⅞	−0⅛	9.96
Oester Post 12⅜ 89	75	108⅞	+0⅛	8.88
Ontario Hydro 11⅝ 94	200	115⅛	+0⅛	8.70
Ontario Hydro 11⅝ 90	200	111½	+0⅛	8.42
Ontario 12½ 94	250	119½	−0⅛	9.17
Orient Fin 11 92	60	106½	−1½	9.42
Pacific Gas & El 12 00	75	111½	+0⅛	10.36
Penney J C 11⅞ 90	100	105⅛	0	10.31
Penney J C 12⅜ 91	100	111⅛	+0⅛	8.77
Phillips Petrol 14 89	200	102	0	13.09
Postipankki 11⅛ 90	75	106⅞	+0⅛	8.94
Post-Och Kred 13⅜ 87	50	106⅛	−0⅛	7.46
Privatbanken 12⅜ 95	100	115⅛	−2⅛	9.70
Prudential Ins 12⅜ 87	150	105⅛	+0½	7.49
Pru Rlty Secs 0 99	385	33⅛	0	9.14
Pru Rlty Secs 11⅞ 92	386	105⅛	+0⅛	10.43
Quebec Prov 12⅜ 94	150	112⅛	−0⅛	9.78
Queensland Gvt 11⅜ 89	100	108½	+0⅛	8.44
RBC 11⅝ 90	100	106⅝	+0⅛	8.94
Rural Bk Aust 12 91	50	108⅞	+0⅛	9.53
Sanwa Bank 11⅞ 92	150	110⅛	+0⅛	9.29
Sanwa Intl 11½ 92	100	111⅞	+0⅛	8.85
Saskatchewan 10⅝ 92	100	108⅛	+0⅛	8.72
Saskatchewan 10⅝ 90	125	107⅛	+0⅞	8.28
Saskatchewan 11⅞ 89	100	110⅛	+0⅛	8.27
Saskatchewan 15 92	150	127⅛	+0½	9.01
Saskatchewan 16 89	125	118¼	+0⅛	8.27
Scot Intl Fin 14⅜ 90	50	105½	+0⅛	8.99
Sears O/S Fin 0 98	500	34½	+0⅛	9.31
Sears Roebuck 10½ 91	150	105½	+0⅛	9.10
Sears Roebuck 11⅝ 91	150	110⅛	+0⅛	8.68
Sec Pacific 12 92	100	113½	+0⅛	8.88
Shearson/Amex 12⅜ 94	100	113⅛	0	9.52
Shell (Canada) 14⅜ 92	125	113½	+0⅛	11.13
Signal Comps 11⅝ 92	125	108½	+0½	9.71
Standard Oil 10½ 89	150	102⅞	+0⅛	9.14
Statoil 12 88	100	107⅛	+0⅛	7.66
Sumitomo F A 10⅞ 90	100	107⅞	+0⅛	8.45
Sumitomo Fin 11⅝ 92	150	112⅛	+0½	8.81
Sumitomo Fin 12⅜ 91	150	115½	+1½	8.71
Sumitomo Trust 12½ 92	100	113⅛	−0⅛	9.28
Sweden 11½ 88	200	109⅛	+0½	8.19
Sweden 12⅜ 89	200	110⅛	+0⅛	8.20
Swedish Export 10⅝ 88	100	104⅞	+0⅛	9.88
Swedish Export 11½ 89	100	107⅛	+0½	8.12
Swedish Export 12⅜ 89	100	110	+0½	9.02
Taiyo Kobe 11⅞ 90	100	108⅛	−0⅛	8.19
Taiyo Kobe 12 90	100	111⅛	+0⅛	8.73
Tenneco Corp 11½ 89	150	104⅞	+0⅛	9.24
Texaco Capital 10½ 90	200	97½	−0⅛	11.21
Texaco Capital 11⅜ 95	250	100⅛	0	11.07
Texaco Capital 13⅜ 89	200	104⅛	0	11.27
Texas Instru 11⅞ 91	150	106⅛	0	10.03
Tokai Asia 12⅜ 91	100	112⅛	−1⅛	8.78
Tokyo Elec Pr 13⅜ 89	100	111⅛	−0⅛	9.05
Tokyo Metrop 12⅝ 94	50	118⅛	+0½	9.51
Toray Inds 11⅜ 92	50	107½	−0⅛	9.32
Toronto-Dom 12⅜ 89	50	109½	−0½	8.72
UBS 12⅜ 91	100	108⅛	−0⅛	9.96
Utd Tech 11⅝ 92	150	109⅛	+0½	9.04
Vebs 8 93	70	229	0	0.00
West LB 11⅞ 90	100	111⅛	0	8.68
Westpac 12⅜ 92	100	114½	−0⅛	9.18
Weyerhaeuser 11½ 90	60	104⅛	−1	10.08
World Bank 11 92	300	110⅞	+0⅛	8.47
World Bank 11⅝ 90	200	110	+0⅛	8.38
World Bank 11⅝ 89	200	107⅛	+0⅛	7.90
World Bank 12 93	200	117⅛	+1	8.65
World Bank 12⅜ 94	150	120⅛	+0⅞	8.68
World Bank 12⅞ 94	200	123½	+1½	8.74
Yasuda Trust 12⅜ 89	100	109⅞	+1⅛	8.28

FLOATING RATE NOTES	Issued	Price	Chg. on week	C.cpn
African Dev Bk ⅛ 96	100	100⅛	0	8⅛
Allied Irish ⅛ Perp	100	98	0	7⅛
Arab Bank Corp ⅛ 96	100	98⅛	−0⅛	7⅛
Banco di Roma ⅛ 89	150	100⅛	0	7⅛
Bnc di Roma ⅛ 92 CU	75	101⅞	+1⅞	10⅛
Bankamerica O/S ⅛ 96	400	98⅛	0	7⅛
Bankers Tr NY ⅛ 94	200	100⅛	0	7⅛
Bank of Greece ⅛ 94	150	97⅛	0	6⅛
Bank Montreal ⅛ 94 £	100	100⅛	0	11⅛
Bqe Nat Paris ⅛ 88	400	101⅛	0	8⅛
Bqe Nat Paris ⅛ 95	400	102⅛	+0⅛	8⅛
Bqe Nat Paris ⅛ 96	250			8⅛
Barclays O/S ⅛ Perp	600	100⅛	0	7⅛
BBL ⅛ 89	100	100⅛	0	8⅛
BFCE ⅛ 97	400	99⅛	0	7⅛
BFCE ⅛ 99	500	100⅛	0	7⅛
Belgium ⅛ 04	400	100	0	7⅛
CCCE ⅛ 05	200	100⅛	0	7⅛
CEPME ⅛ 96 £	100	100⅛	0	11⅛
Chase Manhattan ⅛ 09	400	100	−0⅛	7⅛
Chemical NY ⅛ 99	300	99⅛	0	7⅛
Citicorp O/S ⅛ 91 £	100	99⅛	0	10⅛
Citicorp O/S ⅛ 96	250	98⅛	−0⅛	7⅛
Citicorp Pan Pan ⅛ 97	250	100	0	7⅛
Commerzbank ⅛ 89	150	100⅛	0	7⅛
Creditanstalt ⅛ 96	150	100½	0	8
Credit Foncier 97	350	100	−0⅛	7
Credit Foncier ⅛ 00 £	100	100⅛	0	10⅛
Credit Lyonnais ⅛ 96	300	101	−0⅛	8⅛
Credit Lyonnais ⅛ 99	250	100⅛	0	8⅛
Credit Lyonnais ⅛ 00	300	100⅛	+0⅛	8⅛
Credit National ⅛ 95 £	100	100	−0⅛	11⅞
Dai-Ichi Kangyo ⅛ 96	150	100	−0⅛	6⅞
Den Danske Bk ⅛ 89	30	100	0	8⅛
Denmark ⅛ 95	250	107	−0⅛	10
Denmark ⅛ 04	500	100⅞	0	8⅛
Eldorado Nuke 89	100	100⅛	0	8
Elec de France ⅛ 99	400	102⅞	+0⅛	8⅛
ENEL ⅛ 93 £	100	100⅛	0	11⅛
Exterior Int ⅛ 96	125	100⅛	0	8⅛
Ferro del Stat ⅛ 88	100	100⅛	0	8⅛
Ferro del Stat 97	420	100	0	7⅛
Finnpap ⅛ 95	100	100⅛	0	8⅛
First Chicago ⅛ 94	100	98⅛	−0⅛	7⅛
First Chicago ⅛ 97	200	99⅛	−0⅛	7⅛
Ford Motor Cr ⅛ 91	200	100	+0⅛	7⅛
GW O/S Fin ⅛ 94	100	99⅛	+0⅛	7⅛
Grindlays ⅛ 94	100	100⅛	0	8⅛
Interfirst Tex ⅛ 89	100	89⅛	+2⅛	7
Ireland ⅛ 88	50	100	0	8½
Ireland ⅛ 93 £	60	100⅛	−0⅛	10⅛
Ireland ⅛ 94 £	300	100⅛	−0⅛	8⅛
Ireland ⅛ 98 £	100	100⅛	−0⅛	8⅛
Ireland ⅛ 97	300	100⅛	0	8⅛
Ireland ⅛ 99	300	100⅛	0	7⅛
Italy ⅛ 94	1bn	100	0	6⅞
Italy ⅛ 05	800	100⅛	0	7⅛
Kleinwort Benson ⅛ 96	100	100⅛	0	7⅛
Korea Dev Bk ⅛ 00	100	98⅛	0	8⅛
Lincoln S & L ⅛ 96	100	100	0	7⅛
Lloyds Euro ⅛ 04	250	100	−0⅛	8⅛
Malaysia ⅛ 93	500	99⅞	+0⅛	8⅛
Malaysia ⅛ 94	600	98⅛	+0⅛	7⅛
Man Hanover ⅛ 97	200	99	−0⅛	7⅛
Marine Midland ⅛ 94	125	100¼	+0⅛	7⅛
Marine Midland ⅛ 96	125	100	0	7⅛
Marine Midland ⅛ 09	150	100⅛	0	7⅛
Mellon Bank ⅛ 96	250	100	−0⅛	7⅛
Midland Intl ⅛ 99	200	100⅛	0	7⅛
Mitsui Fin ⅛ 98	100	100⅛	0	7⅛
Morgan Grenfell ⅛ 94	50	100⅛	0	8⅛
Mtg Intermed ⅛ 10 £	60	100⅛	0	10⅞
Nat Bank Canada ⅛ 91	50	100⅛	+0⅛	8⅛
NatWest ⅛ 05	400	100⅛	−0⅛	6⅛
Nat West Fin ⅛ Perp	300	100⅛	0	7⅛
Neste Oy ⅛ 94	100	100⅛	0	8⅛
New Zealand 2001	350	100½	0	5
NZ Steel Corp ⅛ 92	225	100⅛	0	8⅛
Offshore Min ⅛ 91	150	100⅛	0	7⅛
Oster Land Bank ⅛ 99	100	100	0	6⅛
Portugal ⅛ 92	100	100	0	7⅛
Renfe ⅛ 91	100	100⅛	0	7⅛
Sanwa Intl Fin ⅛ 92	150	100⅛	0	
SEAT ⅛ 93	100			8⅛
Security Pac ⅛ 97	250	98⅛	0	7⅛
Shawmut Corp ⅛ 97	50	99⅛	0	7⅛
SNCF ⅛ 93 £	75	100⅛	−0⅛	10⅛
Soc Generale ⅛ 97	400	100⅛	−0⅛	7⅛
Soc Generale ⅛ 94	250	100⅛	0	7⅛
Spain ⅛ 99	500	100⅛	0	8⅛
Spain ⅛ 97	250	100½	0	8⅛
Standard Chart ⅛ 94	200	100⅛	+0⅛	8⅛
Sumitomo Trust ⅛ 94	100	100⅛	0	8⅛
Sweden ⅛ 99	800	100⅛	+0⅛	8⅛
Sweden 90	700	100⅛	0	7⅛
Swedish Ex Cred ⅛ 92	125	107½	+3⅛	10
Thailand ⅛ 05	80	98½	0	7⅛
Tokai Asia ⅛ 99	150	100⅛	+0⅛	7⅛
Toyo Trust Asia ⅛ 99	100	100⅛	0	8⅛
UBAF ⅛ 90	65	99⅛	0	8⅛
Union Bk Finland ⅛ 34	100	100	+0⅛	7⅛
Union Bank-Norw ⅛ 99	50	99	0	8⅛
United Kingdom 92	2.5bn	100⅛	0	7⅛
Wells Fargo ⅛ 94	150	99⅛	+0⅛	7⅛
Wells Fargo ⅛ 96	50	99⅛	+0⅛	7⅛
Yorkshire Int ⅛ 94 £	75	100	−0⅛	11⅛

CONVERTIBLE BONDS	Issued	Price	Chg. on week	Prem.
Ajinomoto 3 99	120	284⅛	+6½	0.36
Best Denki 5¾ 97	15	270	+4⅛	−2.12
Canon 7 97	50	252⅛	−1	−2.50
Daiwa Secs 5⅛ 98	80	546	+38⅛	−0.80
Elders 11⅛ 94	100	134⅛	+4⅛	−12.50
Elektrowatt 5 98	51	139½	+0½	−7.23
Fuji Bank 2⅛ 00	100	131⅛	+3⅞	1.30
Fujitsu 3 99	180	121⅛	+0⅛	−0.04
Intec Inc 3 99	50	179⅛	−5	−2.12
Kyowa Hakko 6⅛ 97	40	398⅛	+11	0.06
LASMO 9⅛ 99	44	87⅛	+0⅛	119.88
Moet-Hennessy 7 99	50	157⅛	−6⅛	−88.58
Murata Mfg 3½ 00	100	158⅛	+0⅛	19.81
Nippon Oil 3⅛ 99	50	164⅛	+2	4.88
Ono Pharm 3⅛ 98	60	186⅛	+2	−1.82
Soc Gen Surv 4½ 94	50	189⅛	+2	−3.84
Sumitomo Corp 2⅞ 99	70	206⅞	+12⅛	1.22
Texaco Capital 11⅞ 94	1bn	105⅛	+0⅛	53.18
Texaco Capital 11⅛ 94	500	105⅛	−0⅛	62.88
Tamura Juntendo 5⅛ 96	30	164⅛	+1	−3.00
Yamaichi Sec 3⅛ 95	20	323½	+34½	−0.03

YEN STRAIGHTS	Issued	Price	Chg. on week	Yield
Asian Dev Bk 7⅛ 94	15	107⅞	+1	5.89
Avon Products 6⅛ 91	25	101⅛	+1⅛	6.38
Denmark 6⅛ 92	20	103⅛	+1⅛	5.96
Dow Chemical 7 94	60	101⅛	+1⅛	6.73
EDF 6⅞ 95	20	105⅞	+1⅛	5.86
Eurofima 7⅛ 94	10	103⅞	+0⅛	6.71
Eurofima 6⅛ 92	10	101⅛	+0⅛	6.24
FNMA 6⅞ 92	50	103⅛	+0⅛	6.06
GMAC 6½ 90	25	101⅛	+0⅛	5.94
Intel 6⅛ 92	12.5	99⅛	+0⅛	6.57
Int-Amer Dev 7⅞ 93	15	103⅞	+0⅛	7.17
ITT 6⅛ 92	20	101⅛	+1	5.47
McDonald Corp 6½ 92	25	101⅛	+1⅛	6.11
New Zealand 7⅛ 90	15	105⅛	+0⅛	5.64
New Zealand 7⅞ 88	15	105⅛	+0⅛	5.63
Pacific Gas & El 7 94	20	102⅛	−0⅛	6.61
Penney J. C. 6⅛ 92	28	101½	+1⅛	6.41
Proctor 6⅛ 92	25	103⅛	+0⅞	5.85
Sallie Mae 6⅛ 92	25	102⅞	+0⅛	6.80
TRW 7 94	15	101⅛	+1⅛	6.77
Utd Technology 6⅛ 92	25	101⅛	+1⅛	6.34
World Bank 7 94	20	107½	+0⅞	5.78
World Bank 7⅛ 93	20	111⅛	+1⅛	5.74
World Bank 8 93	20	111⅛	+0½	5.83

LUXFR STRAIGHTS	Issued	Price	Chg. on week	Yield
ASEA 9⅛ 89	600	100⅛	—	9.46
Eurofima 10 94	800	104⅞	−0⅛	9.13
E Coal & Steel 10⅛ 94	1bn	105	−1	9.58
Euroinvest Bk 10⅛ 94	1bn	107	0	9.19
World Bank 10⅛ 89	1bn	105⅛	−0⅛	8.25

GUILDER STRAIGHTS	Issued	Price	Chg. on week	Yield
ABN 8 89	200	104⅛	−0⅛	6.10
ABN 7⅛ 89	150	104⅛	+0⅛	6.13
Amro Bank 7⅛ 89	150	102⅞	0	6.28
Amro Bank 8 89	200	104½	−0⅛	6.16
Bk Mees & Hope 8⅛ 89	100	104⅛	−0⅛	6.32
Beatrice Foods 8⅛ 89	100	104⅛	0	6.83
C C Rabo 8 89	150	104⅛	0	6.11
Denmark 8⅛ 91	100	106⅞	0	6.34
Int Stand Elec 8⅛ 89	100	104½	−0⅛	6.58
New Zealand 8⅛ 89	100	105⅛	−0⅛	6.32

CANADIAN DOLLAR STRAIGHTS	Issued	Price	Chg. on week	Yield
Amax 12⅛ 91	50	105	0	10.36
Aust Resources 11⅛ 92	50	107⅛	+0½	9.90
Bank of Tokyo 10⅞ 92	75	102½	+0⅛	10.25
Bqe l'Indosuez 14 91	75	112⅛	+0⅛	10.66
Br Col Munic 12⅛ 91	100	108½	+0⅛	10.11
Br Col Munic 13½ 91	100	112½	+0⅛	10.21
Br Col Tele 12⅛ 89	70	104	−0⅛	11.61
Farm Cred Corp 12⅛ 90	75	107⅛	−0⅛	9.95
Kredietbank 12 92	75	108⅛	+0⅛	10.00
Long Term Cred 11⅛ 90	75	106⅛	+0⅛	9.82
Montreal City 12⅛ 91	50	108⅛	+0⅛	10.02
New Brunswick 12 95	75	109⅛	0	10.22
Nova Scotia 11½ 95	100	108⅛	−0⅛	10.15
Quebec Hydro 14 91	75	107⅛	−0⅛	11.86

ECU STRAIGHTS	Issued	Price	Chg. on week	Yield
ABN 9½ 92	100	106⅛	−0⅛	8.04
Australia & NZ 10⅛ 91	50	104½	−0⅛	8.46
Austria 10⅛ 93	100	113⅛	+0⅛	7.97
BFCE 9⅛ 92	100	109⅞	+0⅞	7.52
Cred National 10⅞ 94	50	115⅛	+0⅞	7.89
Cred National 11⅛ 91	50	106⅛	−1½	9.63
Denmark 10⅛ 91	75	107⅛	+2	8.66
Ebco Intnl 10⅞ 89	55	103⅛	−0⅛	9.18
EEC 11 93	50	101⅛	−0⅛	10.70
EEC 11⅛ 91	50	108⅛	−0⅛	9.03
EEC 11⅛ 93	70	101⅛	−0⅛	10.94
Euro Coal & Steel 6 94	60	122	−1	8.07
Euro Invest Bk 9⅛ 95	200	108½	0	7.85
Euro Invest Bk 10⅛ 94	130	112⅛	+0⅛	7.88
Euro Invest Bk 10⅛ 89	50	109⅛	+3⅛	8.55
Euro Invest Bk 10⅛ 94	100	112⅛	0	8.39
Euro Invest Bk 11⅛ 92	75	111⅛	+0⅛	8.68
Euro Invest Bk 11⅛ 93	50	107⅛	−1⅛	9.71
Euro Invest Bk 11⅛ 95	50	118⅛	+2⅛	8.40
Gen Finance 11 90	70	106⅛	−0½	9.18
Glm Vienna 10½ 93	60	113	0	8.10
GTE Finance 10⅞ 92	50	107½	−0⅛	9.14
Ireland 10⅛ 95	60	106	−1	9.19
Italian Govt 10½ 92	600	113	−0⅛	7.83
Italian Treas 11½ 90	60	113	+0⅛	7.83
Italy 9⅛ 89	200	103⅛	+0⅛	7.86
Kredietbank L 9⅛ 92	75	108⅛	−0⅛	7.44
Megal Finance 11⅛ 94	100	110⅛	−1½	9.34
Nippon Cred Bk 11 91	50	106⅛	−0½	9.37
Post Och Kred 10⅞ 92	50	98⅛	−2⅛	11.19
Royal Bk Can 10½ 89	85	104½	−0⅛	8.84
SNCI 10⅞ 94	60	113	+1½	8.54
Swedish Export 11 89	57	104	−0⅛	9.24
West LB 10⅞ 91	50	103⅛	−1⅛	9.83
World Bank 10⅛ 88	100	105⅞	+0⅛	7.85

AUSTRALIAN DOLLAR STRAIGHTS	Issued	Price	Chg. on week	Yield
Nat Aust Bk 12½ 89	40	98	−0⅛	13.35
PIBA 12⅛ 89	50	97	0	13.69
State Bk NSW 12⅛ 89	40	99⅛	0	12.48
Woolworths 14⅛ 88	25	101	0	13.62

STERLING STRAIGHTS	Issued	Price	Chg. on week	Yield
BAT Intnl 10⅛ 91	100	103½	−0⅛	9.86
Denmark 10⅛ 89	75	103⅛	0	8.35
EEC 11⅛ 94	50	110	−0⅛	9.45
Europarat 11⅛ 92	50	107⅛	−1⅛	9.86
Euro Invest Bk 10⅛ 92	50	107	−0⅞	9.09
Finland 11⅞ 88	50	104⅛	+0⅛	9.57
Grand Met Fin 10⅞ 90	50	103⅛	−0⅛	9.81
Int-Amer Dev 11⅛ 91	50	106½	+0⅛	9.69
Int Stand Elec 11⅛ 89	50	104⅛	+0⅛	9.21
Inv in Indust 11½ 91	50	106	0	10.23
Ireland 11⅛ 94	50	108⅛	0	9.86
New Zealand 10⅛ 89	100	103	0	9.35
SNCF 11⅛ 94	60	109⅛	−0½	9.50
World Bank 10⅞ 89	100	103½	−0⅛	9.14
World Bank 10⅛ 89	50	104⅛	−0⅛	9.07
World Bank 11 94	50	109⅛	−0⅛	9.48

EQUITY WARRANTS	Expiry date	Price	Chg. on week	Prem.
Casio Computer	6/3/89	0		
Ciba-Geigy Int £	1/11/93	420	−2½	6.41
Credit Suisse	31/5/88	89⅞	−2	−39.20
Deutsche Bk Cie Fn	18/6/91	0		
Fujikura	28/4/89	0		
IC Inds	15/8/88	36½	−0⅛	0.85
Komori Print Mach	20/12/89	0		
Minebea	20/2/89	0		
Mitsubishi Cp	7/11/88	0		
Mitsui Eng & Ship	10/12/87	0		
Nissho Iwai	1/2/89	0		
Renown Inc	24/1/88	39	−2	−21.57
Swiss Bnk Cpn	20/12/88	116⅛	−3	3.67
Tokyo Electric	14/3/89	0		
Union Bk Switz A	30/11/88	24⅛	−0⅛	27.31

BOND WARRANTS	Expiry date	Price	Chg. on week	Ex. yield
Aegon Ins 11⅛ 91	15/2/88	78⅛	+9⅛	9.21
Coca-Cola 11⅛ 91	28/11/88	100⅛	+17⅛	8.84
Dai-Ichi K 6½ 96 B	1/1/96	11½	+1	6.38
Du Pont 13⅛ 89	28/8/88	112⅛	+2⅛	9.00
Eksportfins 13⅛ 89	15/9/87	119⅛	+9	8.84
Gen Elec 12⅛ 91	7/8/87	106⅛	−17⅛	9.99
Ind Bk Jpn 12⅞ 91	5/10/89	147½	+13⅛	9.21
ITT Finance Corp	15/11/89	180	+5½	9.87
McDnlds 11⅛ 84	5/1/89	85	+17⅛	9.46
Oester Lnbk 13⅛ 89	3/8/87	113⅛	+8	9.18
Texaco Cap 12⅞ 92	1/9/87	65	−1	−1.52
Tmto Dom 12½ 91	5/4/88	132⅛	+13⅛	9.34

STRAIGHT BONDS: Yield to redemption of the mid-price. Amount issued is expressed in millions of currency units except for yen bonds, where it is in billions.

FLOATING RATE NOTES: US dollars unless indicated. Margin above six-month offered rate (‡ three-month; § above mean rate) for US dollars. C.cpn=current coupon.

CONVERTIBLE BONDS: US dollars unless indicated. Prem=percentage premium of the current effective price of buying shares via the bond over the most recent share price.

WARRANTS: Equity warrant prem=exercise premium over current share price. Bond warrant ex yld=exercise yield at current warrant price.

Closing prices on June 13.

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Electrolux

AB Electrolux
(Incorporated with limited liability under the laws of Sweden)

U.S.$150,000,000

7⅝ per cent. Notes due 1993

Swiss Bank Corporation International Limited

Credit Suisse First Boston Limited — Deutsche Bank Capital Markets Limited

Enskilda Securities (Skandinaviska Enskilda Limited) — Merrill Lynch Capital Markets — Morgan Guaranty Ltd

Algemene Bank Nederland N.V. — Banque Générale du Luxembourg S.A.
Banque Nationale de Paris — Banque Paribas Capital Markets Limited
Baring Brothers & Co., Limited — Chase Investment Bank
Citicorp Investment Bank Limited — Commerzbank Aktiengesellschaft
Dresdner Bank Aktiengesellschaft — EBC Amro Bank Limited
Generale Bank — LTCB International Limited
The Nikko Securities Co., (Europe) Ltd — Nomura International Limited
Post- och Kreditbanken, PKbanken — Salomon Brothers International Limited
J. Henry Schroder Wagg & Co. Limited — Société Générale
Svenska Handelsbanken Group — Union Bank of Switzerland (Securities) Limited

S. G. Warburg & Co. Ltd.

New Issue — This announcement appears as a matter of record only. — May, 1986

SBC Finance (Cayman Islands) Ltd.

£100,000,000

9¼ per cent. Guaranteed Notes due 1991
of which £75,000,000 has been issued
as the Initial Tranche

guaranteed by

Swiss Bank Corporation

Swiss Bank Corporation International Limited

Morgan Guaranty Ltd — S.G. Warburg & Co. Ltd.

New Issue — This announcement appears as a matter of record only. — May, 1986

«Holderbank»

«Holderbank» Financière Glaris Ltd.
(Incorporated in Switzerland)

Placement of
90,000 Bearer Participation Certificates
of Sfr. 50 par value each
in the Federal Republic of Germany
"German Tranche"

Swiss Bank Corporation International Limited

Schweizerischer Bankverein (Deutschland) AG

Bayerische Vereinsbank Aktiengesellschaft — Berliner Handels- und Frankfurter Bank
Commerzbank Aktiengesellschaft — CSFB-Effektenbank AG
Deutsche Bank Aktiengesellschaft — Dresdner Bank Aktiengesellschaft
Schweizerische Bankgesellschaft (Deutschland) AG — Westdeutsche Landesbank Girozentrale

Bayerische Hypotheken- und Wechsel-Bank Aktiengesellschaft — Bayerische Landesbank Girozentrale
Joh. Berenberg, Gossler & Co. — Citibank Aktiengesellschaft — DG BANK Deutsche Genossenschaftsbank
Georg Hauck & Sohn Bankiers-Kommanditgesellschaft auf Aktien — Merck, Finck & Co.
Sal. Oppenheim jr. & Cie — Trinkaus & Burkhardt

New Issue — This announcement appears as a matter of record only. — May, 1986

HunterDouglas
HUNTER DOUGLAS N.V. incorporated in the Netherlands Antilles

Secondary Offering of 2,639,801 Common Shares
in bearer form
of Dfl. 1.00 par value each

Swiss Bank Corporation International Limited — Pierson, Heldring & Pierson N.V.
Banca Commerciale Italiana — Banque Paribas Capital Markets Limited
Commerzbank Aktiengesellschaft — Credit Suisse First Boston Limited
Enskilda Securities (Skandinaviska Enskilda Limited) — Nomura International Limited
S.G. Warburg & Co. Ltd.

France
Banque Paribas Capital Markets Limited

Italy
Banca Commerciale Italiana

Japan
Nomura International Limited

Netherlands
Pierson, Heldring & Pierson N.V.
Amsterdam-Rotterdam Bank NV — Algemene Bank Nederland N.V.
Bank Mees & Hope NV — Nederlandsche Middenstandsbank nv.
Kempen & Co. N.V. — Rabobank Nederland

Scandinavia
Enskilda Securities (Skandinaviska Enskilda Limited)
Bergen Bank A/S — Privatbanken A/S

Switzerland
Swiss Bank Corporation International Limited — Credit Suisse First Boston Limited
Banca del Gottardo — Banca della Svizzera Italiana
Bank Julius Baer & Co. AG — Bank Leu International Ltd
Bank J. Vontobel & Co. AG — Compagnie de Banque et d'Investissements, CBI
HandelsBank N.W. (Overseas) Ltd. — Lombard Odier International Underwriters S.A.
Pictet International Ltd. — Swiss Volksbank

United Kingdom
Swiss Bank Corporation International Limited — S.G. Warburg & Co. Ltd.

Placement of the Shares by Cazenove & Co.

West Germany
Commerzbank Aktiengesellschaft
Berliner Handels- und Frankfurter Bank — DG BANK Deutsche Genossenschaftsbank
Trinkaus & Burkhardt — Vereins- und Westbank Aktiengesellschaft

Other Countries
Swiss Bank Corporation International Limited

This announcement appears as a matter of record only. — May, 1986

Swiss Bank Corporation International Limited

INTERNATIONAL CAPITAL MARKETS AND COMPANIES

CORPORATE FINANCE

Bourse fall may upset Belgian bank issues

IS THE Belgian stock market's recent setback a temporary hiccup—or is the slide in share prices of more lasting significance?

The answer is of more than passing interest to the country's "big three" commercial banks —Société Générale de Banque, Bank Bruxelles Lambert and Kredietbank — which have all announced or foreshadowed major rights issues in the last few weeks.

Conscious that by international standards their capital ratios are low, they have all been tempted to ask shareholders for new funds by the strong performance of the stock market in the early months of the year which took the bourse index up by around 25 per cent between early January and mid-May.

The latest move came on Friday when Mr Jan Huyghebaert, president of Kredietbank, revealed that his bank is considering a BFr 4bn ($89m) issue later this summer. No other details were given but a decision is expected by the end of the month.

That announcement followed Thursday's news of a BFr 3.3bn issue from Bank Bruxelles Lambert — its third increase of capital so far in 1986 — and a BFr 7bn issue from Société Générale de Banque, the country's largest bank, at the beginning of May.

BRUXELLES - LAMBERT, the financial group, is negotiating to take around 20 per cent in one of the main holding groups of France's Schneider industrial conglomerate.

The stake to be taken as part of a capital increase planned by Schneider, would enlarge Bruxelles-Lambert's financial muscle at a time when it is seeking to profit from forthcoming changes in France's business landscape arising from the Government's privatisation programme.

Although negotiations have not yet been finalised, Bruxelles-Lambert could take the 20 per cent in either of the two Schneider holding companies Societe Parisienne d'Etudes et de Participations (SPEP) or Societe Parisienne Industrielle et Financiere (Sopinfi).

These companies have control of the Schneider empire which comprises mainly of Merlin-Gerin, the electrical group, Spie Batignolles, the Dutch concern and Jeumont-Schneider, the telecommunications and transport group.

Axa the large French private sector insurance group, is also seeking to enlarge its stake in the Schneider empire beyond the 10 per cent of Sopinfi it already holds, as a result of Axa's recent acquisition of Providence, the insurance concern.

Paribas, the nationalised financial group, has a 12 per cent stake in SPEP while Framatome, the French nuclear reactor builder, is believed recently to have acquired a stake in a Schneider holding company on the bourse.

Generale de Banque's timing appears to have been perfect for the Belgian stock market peaked in the middle of last month at 3,700. But by the end of last week the index had slipped back to just over 3,500 amid a general weakening of share prices, thereby inevitably creating a degree of uncertainty for BBL and Kredietbank.

According to one local stockbroker three factors have been responsible—the recent unwillingness of the market to absorb a Government bond carrying a coupon of 7.25 per cent, thus disappointing expectations for further interest rate falls; concern that the Belgian Government may not have delivered a sufficiently tough response to the spate of public sector strikes; and the simultaneous weakness of other European bourses such as Paris and Milan.

With tentative signs that union opposition to the Government's policies may be losing its momentum and evidence that foreign institutions have not been selling shares, there is some hope in Brussels that the worst of the fall may be over.

The problem of Belgian banks' undercapitalisation, however, is likely to remain. Traditionally capital ratios in Belgium have been low by international standards because of the detailed application of the rules of the Bank Commission, the country's main supervisory body.

These require that for every BFr 100 lent to the private sector banks have to show BFr 5 in equity; but the same amount lent to the Belgian Government need not be backed up by any equity at all. In Belgium the state is a major and persuasive borrower of funds.

Up-to-date information is hard to come by but figures from Kredietbank, show that tangible net worth plus an element of subordinated loans as a proportion of total assets were roughly 2.7 per cent at BBL and Generale de Banque at the end of their last financial years (September and December 1985 respectively) and just over 3 per cent at Kredietbank at the end of March 1987.

BBL claims that taking into account the proceeds of last week's issue (a 1-for-8 priced at BFr 2,550 per share) its key ratio will rise to between 4½ and 5 per cent.

At the moment Belgian banks are allowed to include for ratio purposes an amount of subordinated loan up to 50 per cent of their equity. But there is a feeling that in line with international practice that proportion may in the future be reduced. It is also possible that the Bank Commission may increase from 5 to 6 per cent, the minimum capital backing for loans to the private sector.

The main reason for the BBL issue, however—and a powerful incentive for the other banks—is a desire to bring its capital ratio more into line with the European average. "We need a higher capital base to win the full confidence of overseas clients," the bank explained.

● *Manufacturers Hanover Trust* has agreed to sell the retail operations of its wholly owned Belgian subsidiary, Manufacturers Hanover Bank/Belgium, to Chase Banque de Commerce, a Belgian subsidiary of Chase Manhattan. The unit has roughly $100m in retail deposits.

Manufacturers Hanover is also to discontinue the wholesale banking activities of its Belgian subsidiary and to shift responsibility for the Benelux corporate banking business to the bank's other European branches.

Tim Dickson

NEW INTERNATIONAL BOND ISSUES

Borrowers	Amount m.	Maturity	Av. life years	Coupon %	Price	Book Runner	Offer yield %
U.S. DOLLARS							
United Cable Tel. Corp. §‡	50	2001	15	5¾	100	Drexel Burnham Lambert	5.750
Yamaichi Secs. Co. ¶‡	40	1996	10	4	100	Yamaichi Int. (Eur)	4.000
Yamaichi Secs. Co. ¶‡	30	1993	7	3¼	100	Yamaichi Int. (HK)	3.250
Sunrise Medical §‡	25	1996	10	7¼	100	Kidder Peabody	7.250
Hitachi Credit ¶‡	40	1991	5	2¾	100	Nomura Int.	2.750
Viacom Int. §‡	200	2001	15	5¾	100	CSFB	5.750
Sumitomo Corp. of America (g)‡	50	1991	5	8	99	Nomura Int.	8.252
PK Banken (e)††‡	50	1991	5	(e)	100	Daiwa Europe	-
Marks and Spencer ‡	150	1996	10	8¼	100¼	CSFB	8.212
Contrust Savings Bank (c)††‡	100	1996	10	15bp	100	Banque Paribas Cap. Mkts	-
Hongkong Bank (c)††‡	400	Perp	–	⅜	100	Morgan Guaranty	-
Denmark ‡	300	1991	5	8¼	100½	Goldman Sachs	8.124
Morgan Stanley (d)††‡	200	1993	7	⅞	100	Morgan Stanley Int	-
Merrill Lynch ‡	100	1991	5	8¾	101⅛	Merrill Lynch Cap.Mkts	8.482
Mitsui Finance Asia ‡	100	1993	7	8½	100⅝	Salomon Bros. Int.	8.427
Showa Denko ‡	100	1993	7	8	101⅛	Nomura Int.	8.081
Glory Ltd. ¶	50	1993	7	(3½)	100	Yamaichi Int. (Eur)	-
Sweden ‡	150	1994	8	8⅛	99½	CSFB	8.213
Belgian Generale Bank (g)(i)†‡	50	1989	3	295bp	100	Bank of Tokyo Int.	-
Ford Motor Credit ‡	200	1989	3	8	100⅝	Goldman Sachs	7.663
CANADIAN DOLLARS							
Den norske Creditbank ‡	75	1989	3	9¾	101	Goldman Sachs Int.	9.353
Vancouver City Savings ‡	50	1991	5	9¾	100⅝	Shearson Lehman Bros. Int.	9.522
T-D Mortgage ‡	75	1991	5	10	100⅝	Toronto Dominion Int.	9.833
AUSTRALIAN DOLLARS							
Hamburgische Landesbank ‡	30	1991	5	13	101¼	Deutsche Bank Cap. Markets	12.848
D-MARKS							
Sumitomo Textile Co. ¶‡	50	1993	7	1¼	100	WestLB	1.250
Bqe Extérieur D'Algérie ‡	200	1992	6	5¾	100	DG Bank	5.750
Midland Bank (j)†‡	300	1998	12	7/16	100	Trinkaus & Burkhardt	-
Norsk Data ¶‡	150	1993	7	3	100	CSFB	3.000
Ardal og Sunndal Verk **‡	75	1989	3	5½	100	Deutsche Bank	5.500
SWISS FRANCS							
Bank of Greece	100	1994	–	(5½)	(99)	B. della Svizzera Ital.	-
Asian Dev. Bank ‡	100	1994	–	5⅛	99¾	Credit Suisse	5.184
Shield Enterprises §	200 max	1993	–	(6¼)	(100)	Sofitic	-
Sanyo Coca Cola **§‡	25	1991	–	1	100	Bqe Paribas (Suisse)	1.000
Takara Shuzo **¶‡	30	1991	–	1	100	Crédit Suisse	1.000
United Breweries ‡	80	1996	–	5	100	UBS	5.000
Southmark Corp. ¶	200 max	1994	–	(5½)	(100)	Bqe Paribas (Suisse)	-
Kikusui Elec. **‡	15	1991	–	4⅞	100	Crédit Suisse	4.875
MVG	12	1996	–	(6¾)	100	Banque Gutzwiller	-
Denki Kagaku **	150	1991	–	(1¾)	100	Bqe Paribas (Suisse)	-
Tokyo Cosmos Elec **‡	20	1991	–	4⅞	100	Swiss Volksbank	4.875
STERLING							
Yamaichi Secs. Co. ¶‡	20	1991	5	3¼	100	Yamaichi Int. (Eur)	3.250
Abbey National (h)†‡	200	1993	7	10bp	100.05	Samuel Montagu	-
FINNISH MARKKA							
NIB (l) ‡	125	1991	5	9⅝	100	K.O.P.	9.625
ECUs							
C. Itoh ¶‡	100	1991	5	2¼	100	Banque Paribas	2.250
CCCE (b)†‡	200	2006	20	1/16	100	Banque Paribas	-
Gillette ‡	55	1993	7	7½	100¼	Banque Paribas Cap. Mkt.	7.463
DUTCH GUILDERS							
Ireland ‡	200	1996	10	6½	99	ABN	6.648
FRENCH FRANCS							
Air France (F)†‡	600	1996	10	0.1	101	CCF	-
Soc. de Cimento Français § ¶‡	350	1996	10	6½	100	Banque Paribas	6.500
DANISH KRONER							
Statoil ‡	400	1996	10	8⅞	100	Copenhagen Handelsbank	8.875
LIRE							
AT&T	100bn	1993	7	10¼	*	Instituto Banc. San Paulo	*
YEN							
Bank of Tokyo ‡	15bn	1993	7	5⅛	100¾	Bank of Tokyo Int.	5.391
Autopistas del Atlantico **‡	7.5bn	1996	10	5.1	100	Nippon Credit Bank	5.100
Swedish Export Credit ‡	10bn	1991	5	5	101¼	Daiwa Europe	-
Swedish Export Credit ‡	10bn	1991	5	5	101¼	Daiwa Europe	-
Citicorp ‡	20bn	1993	7	6¼	101⅜	Citicorp Inv. Bank	5.984
Province of Canada (k)‡	9.2bn	1996	10	5–10½	101¼	LTCB	-

*Not yet priced. ‡ Final terms. ** Private placement. § Convertible. † Floating rate note. ¶ With equity warrants. (a) Libor+5 basis points. (b) 1/16 over 3m Libor. (c) 3/16 over 3m Libor. (d) ⅛ over 6m Libor. (e) 15bp over 6m Libor. (f) Margin over medium-term note notes with fixed-rate option. (g) Deferred coupon. (h) 10bp over 3m Libor. (i) 295bp over 6m Libor, after 1 year. (k) 1/16 over 3m Libor. (l) Dual currency. (j) Additional Finnish markka 125m in Finnish market. Note: Yields are calculated on AIBD basis.

Bergen Bank increases operating profit by 51%

BY FAY GJESTER IN OSLO

BERGEN BANK, Norway's third largest commercial bank, achieved sharply higher profits for the first four months of 1986 despite tough credit market regulations which hit interest margins.

The improvement—operating profits rose by 51 per cent—is attributed both to slower cost increases and significantly improved earnings from other activities, particularly trading in securities and foreign currencies.

The outlook for the rest of 1986 is described as less certain, following Norway's change of government and the "fluid political situation." The bank notes that the promised austerity policy is likely to lead to a slowdown in lending growth.

"The operating results for the next eight months will largely depend on the money and credit measures adopted by the authorities," the bank says.

Operating profits before bad debt allocations were NKr 265m ($35.3m) for the four months. This represented 1.78 per cent of average total assets, compared with 1.51 per cent in the same period last year. Net interest earnings rose NKr 88m to NKr 456m.

The marked growth in the bank's lending over the period —52 per cent to just over NKr 32bn—has been largely financed by borrowing on the money market, where rates have risen

Operating costs rose 20 per cent to NKr 434m, but as a proportion of average total assets fell below 3 per cent for the first time ever—to 2.92 per cent, compared with 3.13 per cent

Kanebo 11% ahead on sales little changed

By Our Financial Staff

KANEBO, the large Japanese fabrics and cosmetics group, boosted pre-tax profits of 10.93 per cent to Y8.12bn ($49m) in the year to April, on sales which edged just 1.3 per cent higher to Y330.78bn.

As expected, the dividend has been increased to Y4 a share from the Y3 paid the previous year, when the company restored cash distributions to shareholders.

This was paid from net earnings per share of Y6.24 against Y5.40, or Y2.81bn in total compared with Y2.43bn.

Kanebo refrained from making any forecast for the current year, which will bring it to its centenary. The company has been diversifying recently into fashion as well as into pharmaceuticals.

Trading link for Chicago and Toronto exchanges

BY DAVID OWEN IN CHICAGO

A COMPUTER-BASED international trading link is to be established today between Chicago's Midwest Stock Exchange and the Toronto Stock Exchange in Canada.

The link, agreed in principle in January, 1985, will enable member brokerage firms on both exchanges to trade initially in 19 dually-listed stocks — 12 Canadian-based and seven US-based issues.

"We view this link as a major step towards establishing international markets," said TSE. Mr Donald Page, the TSE chairman. "By linking the TSE market with others, we are starting to build a network of central order book markets that are both highly liquid and well regulated."

As well as creating a more liquid market for the dually-listed stocks, it is expected that associated brokerage costs will be considerably reduced. Faster execution should also lessen the risk of major share price shifts between order placement and completion.

Orders are to be transmitted between the two trading floors using the exchange's existing automated trading system. Trades originated in Chicago will be settled at the Midwest Clearing Corporation, while Toronto originated orders will pass through the Canadian Depository for Securities Ltd.

A mechanism for the immediate conversion of US and Canadian dollars is in place in Toronto, allowing members of both exchanges to settle in their own currencies.

All these Notes having been sold, this announcement appears as a matter of record only.

June 1986

ALLIANCE ✚ LEICESTER

Alliance & Leicester Building Society

Issue of up to
£200,000,000 Floating Rate Notes 1993
of which £50,000,000 has been issued as the Subsequent Tranche

Salomon Brothers International Limited — S.G. Warburg & Co. Ltd.

All these securities having been sold, this announcement appears as a matter of record only.

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Investors in Industry International B.V.

Issue of up to

£100,000,000 10 per cent. Guaranteed Notes 1993

unconditionally and irrevocably guaranteed by

Investors in Industry Group plc

of which £60,000,000 has been issued as the Initial Tranche
at an Issue Price of 100½ per cent.

S. G. Warburg & Co. Ltd.

Banque Paribas Capital Markets Limited — Barclays Merchant Bank Limited

County Bank Limited — IBJ International Limited

Lloyds Merchant Bank Limited — Merrill Lynch Capital Markets

Samuel Montagu & Co. Limited — Nomura International Limited

The Royal Bank of Scotland plc — Salomon Brothers International Limited

Westdeutsche Landesbank Girozentrale

Isveimer

U.S. $100,000,000

Floating Rate Participation Certificates Due 1992

issued by Morgan Guaranty GmbH for the purpose of making a loan to

Istituto per lo Sviluppo Economico dell'Italia Meridionale

(a statutory body of the Republic of Italy incorporated under Law No. 298 of April 11, 1953)

In accordance with the terms and conditions of the Certificates, the rate of interest for the Interest Determination Period 16th June, 1986 to 16th July, 1986 has been fixed at 7 9/16%. Interest accrued for the above period and payable on 16th July, 1986 will amount to US$59·90 per US$10,000 Certificate.

Total interest payable value 16th July, 1986 will amount to US$382·24 per US$10,000 Certificate.

Agent
Morgan Guaranty Trust Company of New York
London Branch

MOET-HENNESSY

A French "Société Anonyme"

Share Capital of Ffr 287,727,408
Registered Office: 30 avenue Hoche, 75008 Paris
Registered with the Registre du Commerce et des Sociétés under reference: Paris B 775 670 417

US$50,000,000 7 PER CENT CONVERTIBLE BONDS DUE 1999

NOTICE TO BONDHOLDERS

Notice is hereby given to holders of the US$50,000,000 7 per cent Convertible Bonds due 1999 of MOET-HENNESSY by the Board of Directors of MOET-HENNESSY of an Ordinary Meeting of the General Assembly of the Mass of Bondholders which will be held at the registered office of MOET-HENNESSY at 30 avenue Hoche, 75008 Paris on 2nd July 1986 at 10 am, to consider the following agenda:

(1) the approval, in accordance with the provisions of Article 195 para. 5 of the law of 24th July, 1966, of the decision of the Extraordinary General Meeting of shareholders on 6th June, 1986, concerning the renunciation of the preferential subscription rights, by the shareholders, to bonds convertible in MOET-HENNESSY shares, to be issued pursuant to the authorisation given to the Board of Directors by the said meeting;
(2) the approval, in accordance with the paragraph 7(i) of the issue prospectus, of the decision of the Extraordinary General Meeting of shareholders on 6th June, 1986, concerning the revocation of the preferential subscription rights by the shareholders to bonds with equity warrants giving the right to subscribe new MOET-HENNESSY shares, to be issued pursuant to the authorisation given to the Board of Directors;
(3) the granting of powers to third parties to carry out the necessary legal formalities;
(4) the determination of the place where the powers of attorney of the represented Bondholders and the minutes of the meeting, as well as the attendance list, will be deposited.

No action may validly be taken by the General Assembly unless Bondholders at least holding one quarter of the aggregate principal amount of the Bonds then outstanding, are present or represented at the meeting.

To be admitted to or be represented at the meeting, Bondholders must deposit their Bonds five days prior to the meeting with the following paying agents where power of attorneys are available:

Bankers Trust Company, Dashwood House, 69 Old Broad Street, London EC2P 2EE
Bankers Trust Company, Corporate Trust and Agency Group, 4 Albany Street, New York, NY 10015
Swiss Bank Corporation, 1 Aeschenvorstadt, CH-4002 Basle
Banque Indosuez Luxembourg, 39 allée Scheffer, L-2520 Luxembourg

Holders of Registered Bonds will only be allowed to be admitted to or represented at the meeting if registered on the register of Bondholders five days prior to the meeting.

The Board of Directors

We are pleased to announce that
John P. Sten
is now associated with us as Vice President, Foreign Institutional Sales.

PIPER, JAFFRAY & HOPWOOD
INCORPORATED

222 SOUTH NINTH STREET
MINNEAPOLIS, MN 55402 612/342-6252

U.S. $110,000,000
Azienda Nazionale Autonoma delle Strade

Floating Rate Notes Due 1990

By virtue of existing legislation direct and unconditional general obligations of

The Republic of Italy

For the six months
16th June 1986 to 16th December 1986.

In accordance with the provisions of the notes; notice is hereby given that the rate of interest has been fixed at 7⅞ per cent per annum and that the interest payable on the relative payment date 16th December 1986 against Coupon No 1 will be: US $ 368.54 per $10,000 and US $ 9,213.54 per $250,000.

The Industrial Bank of Japan, Limited
Agent Bank

CHEMICALS AT THE CROSSROADS

The Financial Times proposes to publish a Survey of the above
The provisional dates and editorial synopsis are set out below

PUBLICATION DATE: JULY 22 1986
COPY DATE: JULY 9 1986

1. INTRODUCTION
2. COMMODITIES REASSESSED
3. THE LURE OF SPECIALITIES
4. THE SAUDI CHALLENGE
5. PETROCHEMICALS AND THE DEVELOPING WORLD
6. THE FUTURE FOR PLASTICS
7. FERTILISERS
8. BIOTECHNOLOGY
9. THE LIFELINE SECTORS
10. THE INDUSTRY AND THE UNIVERSITIES
11. PROFILES

Information on advertising can be obtained from:
William Clutterbuck
Tel: 01-248 8000 extension 4148

Publication date is subject to change at the discretion of the Editor

LINFIN CORPORATION
U.S.$100,000,000
Collateralized Floating Rate Notes due 2001

For the period
12th June 1986 to 12th December 1986 the notes will carry an interest rate of 7⅝% per annum with an interest amount of U.S.$1,858.59 per U.S.$50,000 nominal.
The relevant interest payment date will be
12th December 1986
Listed on the Luxembourg Stock Exchange

Bankers Trust Company, London — Agent Bank

UK COMPANY NEWS

Second half downturn leaves Somic profits little changed

Somic, kraft paper spinner and weaver, reported little changed pre-tax profits of £99,500 for the year ended March 31 1986, against £100,000 previously. At halfway taxable figures were up from £11,000 to £53,000.

The directors are confident that underlying trends remain good and that progress will be maintained during the current year.

The final dividend is 1.5p for a net total of 2p (1.5p). Earnings per 25p share were 3.532p (4.047p) pre-extraordinary items and 1.296p (nil) after.

Turnover came to £3.28m (£3.06m). Tax was £28,500 (£19,00) and there were extraordinary debits of £45,000 (£81,000).

The Baronet Motor Accessories subsidiary has, as forecast, incurred initial costs, and achieved a lower level of sales than was budgeted. These factors led to a trading loss of £33,682 which was increased to £78,367 with acquisition and other setting up costs.

Sales are still below target, but it is expected that a large order will be confirmed within the next few weeks and will result in BMA making a contribution by the end of the current year.

Exports have continued to be an important feature of sales. Fabric sales to the Middle East have improved although the reluctance of countries in this area to trade in sterling has led to exchange losses. A stronger pound reduced margins in these markets.

For the current year difficulties are expected in some export markets. Both the Middle East and the Caribbean are suffering from economic problems and customers are experiing delays in obtaining import licences and foreign currency.

Recent developments both in products and markets are making an increased contribution and sales of adhesive coated knit and products from the plastic coating department are doing well. Further developments are under consideration.

Income fro mthe company's property investment show an improvement following rent reviews and successful negotiations of a new lease.

Morgan Crucible

Pre-tax profits for the first quarter at **Morgan Crucible** were higher than last year, Sir James Spooner, chairman, told the annual meeting. He added that order levels in most parts of the group were good and prospects for the rest of the year were encouraging.

The merging of First Castle Electronics and Morgan Electronics was proceeding well as was the assimilation of Duramics (US) into the ceramics division.

Hillsdown purchase

Hillsdown Holdings, the fast growing food and furnishing manufacturer, has bought Sterling-Wydgate, maker of dog meal biscuits, in a deal worth up to £4.37m.

Sterling's net asset value amounted to £1.2m at September 30 1985. Hillsdown has been given a warranty that pre-tax profits for the year to this September will be not less than £700,000.

Hillsdown said £1m of the cash consideration has been deferred, with payment conditional on the pre-tax profits figure being attained.

Burgess Products

Burgess Products has agreed to purchase the 10 per cent minority interest in its German subsidiary, Burgess GmbH, for 32,735 Burgess ordinary shares.

John Swan

John Swan & Sons, livestock auctioneer and estate agent, is holding its dividend at 8.5p net per share for the year ended April 30 1986, from reduced earnings of 12p, compared with 12.9p.

Turnover moved up to £1m (£980,000) but the profit fell to £119,000 (£134,000) and the pre-tax balance to £123,000 (£139,000). Tax charge is £42,000 (£52,000).

Amersham

Amersham International is buying the radiation products division of Tech/Ops Inc of the US. With the division's sales of about $5m from making gamma radiography sources, Amersham says the value of the transaction is not material to its total assets and does not expect there will be any significant profit contribution in the present year.

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Or write to Finstat, Financial Times Business Information, Greystoke Place, Fetter Lane, London EC4A 1ND.

Bankers Trust New York Corporation

US$300,000,000

Floating Rate Subordinated Notes Due 2000

For the three months
11th June, 1986 to 11th September, 1986
the Notes will carry an interest rate of 7⅛ per cent per annum and interest payable on the relevant interest payment date 11th September, 1986 will be US$182.08 per US$10,000 Note and US$4552.08 per US$250,000 Note.

Bankers Trust Company, London — Agent Bank

UMB

U.S.$15,000,000

UNITED MIZRAHI INTERNATIONAL INVESTMENTS NV

Guaranteed Floating Rate Notes 1987

For the six months
17 June 1986 to 17 December 1986

The Notes will carry an
Interest Rate of 7 7/16% per annum
Coupon Value US$378.07
Listed on The Stock Exchange, London

VESTLANDSBANKEN
US$5,000,000
Subordinated Floating Rate Notes Due 1992

For the six months, 17th June 1986 to 17th December 1986, the interest rate has been fixed at 7·50% per annum. Interest payable on 17th December 1986, will be US$19,062·50 per note of US$500,000 denomination.

PK Christiania Bank (UK) Ltd.
Agent Bank

FAIRMONT FINANCIAL INC

NOTICE OF ADJUSTMENT OF CONVERSION PRICE OF ITS 7% CONVERTIBLE SUBORDINATE DEBENTURES DUE 2001

The Board of Directors of Fairmont Financial Inc (AMEX:FFI) has declared a five-for-three stock split of its common stock, no par value.

The stock split will be effected in the form of a 66⅔% stock dividend and the distribution will be made on July 7, 1986 to shareholders of record on June 6, 1986. Shareholders of record will receive two additional shares of common stock for each three shares held of record. Fractional shares will be paid in cash. The company currently has approximately 3,150,000 shares of common stock outstanding.

As a result of the five-for-three split, the price at which shares of the Fairmont Financial Inc common stock shall be delivered upon conversion of the company's 7% Convertible Subordinated Debentures due 2001 has been adjusted. The adjusted Conversion Price shall be US$14.76.

Commenting on the Board's action, Joseph G. Havlick, Chairman and President, stated: "The purpose of the stock distribution is to increase the number of shares outstanding in order to assist in broadening the company's ownership base as well as improving the marketability of the common stock. The action also reflects Fairmont's favourable prospects for continued progress."

NOTICE OF REDEMPTION TO HOLDERS OF
EUROPEAN COAL AND STEEL COMMUNITY
("ECSC")

US $50,000,000 11¼ per cent. Bonds due 1st August, 1990

NOTICE IS HEREBY GIVEN that, pursuant to the provisions in the terms and conditions of the above-mentioned issue, Kuwait Investment Company (S.A.K.), as Fiscal Agent, has drawn by lot, for redemption on 1st August, 1986, at 100% of the principal amount thereof, through operation of the Sinking Fund, US $8,000,000 principal amount of said 11¼% Bonds due 1st August, 1990 bearing the following serial numbers:

Denomination: US $5,000

00079-00118	01428-01467	02649-02688	03859-03898
00435-00474	01757-01796	02861-02900	04168-04207
00646-00685	01961-02000	03163-03202	04444-04483
00863-00902	02152-02191	03366-03405	04757-04796
01071-01110	02374-02413	03715-03754	04932-04971

Denomination: US $10,000

00096-00135	01713-01752
00819-00858	01824-01863
01281-01320	01938-01977
01445-01484	02082-02121
01547-01586	02370-02409

On 1st August, 1986, the Bonds designated above will become due and payable at the principal amount thereof in such coin or currency of the United States of America as is legal tender for payment therein of public and private debts and will be paid upon surrender thereof at the offices of Kuwait Investment Company (S.A.K.), Mubarak Al-Kabir Street, Kuwait City, State of Kuwait, or at the option of the bearer, at the main offices of Banque Internationale a Luxembourg S.A. in Luxembourg, Banque Nationale de Paris in Paris, The Chase Manhattan Bank, N.A. in New York, Hill Samuel & Co. Limited in London, Generale Bank in Brussels and Swiss Bank Corporation in Basle.

Bonds surrendered for redemption should have attached all unmatured coupons appertaining thereto failing which the face value of the missing unmatured coupons will be deducted from the principal amount.

From and after 1st August, 1986, interest shall cease to accrue on the Bonds herein designated for redemption.

The aggregate principal amount of Bonds remaining outstanding after 1st August, 1986, will be US $26,000,000.

KUWAIT INVESTMENT COMPANY (S.A.K.) on behalf of
EUROPEAN COAL AND STEEL COMMUNITY

Dated: 16th June, 1986

New Issue — These Bonds with Warrants having been sold, this announcement appears as a matter of record only. — June 1986

Banque Leu (Luxembourg) S. A.

DM 100,000,000

2½% Subordinated Bearer Bonds of 1986/1996

unconditionally guaranteed by

Bank Leu Ltd
Zurich, Switzerland

with Warrants to subscribe for
120,000 Bearer Participation Certificates of Bank Leu Ltd

Issue Price: 100%
Exercise Price: sfr 620.– per Bearer Participation Certificate of sfr 100.– par value
Exercise Period: September 12, 1986 through June 14, 1991

Berliner Handels- und Frankfurter Bank

Leu Securities Limited — Swiss Bank Corporation International Limited

Commerzbank Aktiengesellschaft — Deutsche Bank Aktiengesellschaft — Dresdner Bank Aktiengesellschaft

Union Bank of Switzerland (Securities) Limited

Julius Baer International Limited — Banca del Gottardo — Bank Gutzwiller, Kurz, Bungener (Overseas) Limited
Bank Heusser & Cie AG — Banque Paribas Capital Markets Limited — Bayerische Vereinsbank Aktiengesellschaft
BHF-BANK (Schweiz) AG — Citibank Aktiengesellschaft — Crédit Commercial de France
DG BANK Deutsche Genossenschaftsbank — Genossenschaftliche Zentralbank AG – Vienna — Goldman Sachs International Corp.
Handelsbank N. W. (Overseas) Limited — Kredietbank International Group — Lombard, Odier International Underwriters S. A.
B. Metzler seel. Sohn & Co. — Mitsui Finance International Limited — Samuel Montagu & Co. Limited
Morgan Guaranty GmbH — Morgan Stanley International — Orion Royal Bank Limited
Sarasin International Securities Limited — Svenska Handelsbanken Group — Swiss Volksbank
S. G. Warburg & Co. Ltd. — Wegelin & Co. — Westdeutsche Landesbank Girozentrale

Granville & Co. Limited

Member of The National Association of Security Dealers and Investment Managers

8 Lovat Lane, London EC3R 8BP

Capitalisatn. £000's	Company	Price	Change	Gross	Yield		Fully
4,415	Ass. Brit. Ind. Ord.	131					
—	Ass. Brit. Ind. CULS	131xd	− 3				
7,236	Airsprung Group	125	+ 5	6.[illegible]	5.[illegible]	3.[illegible]	[illegible]
700	Armitage and Rhodes	28	− 1	4.3	15.4	3.6	4.3
57,488	Bardon Hill	179	+ 1	4.0	2.2	22.7	23.6
4,138	Bray Technologies	75	+ 4	4.3	5.7	8.9	8.1
280	CCL Ordinary	80	—	2.9	3.6	6.7	8.9
1,075	CCL 11pc Conv. Pref.	86xd	− 7	15.7	18.3	—	—
9,538	Carborundum Ord.	164	+ 4	9.1	5.5	7.9	8.1
616	Carborundum 7.5pc Pf.	88xd	− 4	10.7	12.2	—	—
4,383	Deborah Services	56	—	7.0	12.5	5.8	7.7
3,323	Frederick Parker Group	23	—	—	—	—	—
2,030	George Blair	110	—	—	—	4.5	8.1
2,437	Ind. Precision Castings	60	+ 2	3.0	5.0	15.6	13.2
12,587	Isis Group	198	—	15.0	9.5	12.2	18.2
6,148	Jackson Group	118xd	− 2	6.1	5.2	8.0	7.2
48,185	James Burrough	345	+19	15.0	4.3	10.9	10.9
3,457	James Burrough 5pc Pf	89	—	12.9	13.0	—	—
5,940	John Howard and Co.	57xd	—	5.0	8.8	—	—
45,468	Minihouse Holding NV	1390	−10	8.7	0.6	45.6	54.5
8,740	Record Ridgway Ord.	380	—	—	—	6.8	11.7
2,403	Record Ridgway 10pcPf	88xd	− 6	14.1	16.8	—	—
714	Robert Jenkins	70	− 1	—	—	9.1	20.0
1,800	Scruttons "A"	30	—	—	—	—	7.7
1,885	Torday and Carlisle	75	+ 3	5.7	7.5	4.8	4.7
1,450	Travian Holdings	320	—	7.8	2.5	6.7	9.8
8,782	Upilock Holdings	66s	+ 1	2.1	3.8	15.2	14.9
21,808	Walter Alexander	169	—	8.6	5.1	9.5	11.7
4,434	W. S. Yeates	190	—	17.4	9.2	19.0	21.1

s = Suspended

This advertisement is issued in compliance with the requirements of the Council of The Stock Exchange.

SOUNDTRACS PLC

(Incorporated in England under the Companies Acts 1948 to 1967—No. 1131575)

This advertisement is issued in connection with a placing by

ALLIED PROVINCIAL LIMITED

instructed by

UNITED TRUST & CREDIT PLC

of 2,000,000 Ordinary Shares of 5p each at 40p per share payable in full on application.

SHARE CAPITAL

Authorised		*Issued and to be issued and fully paid*
£650,000	in Ordinary Shares of 5p each	£500,000

Soundtracs PLC designs and manufactures audio mixing consoles and ancillary equipment for a wide range of sound applications, selling its products through distributors and dealers in some 35 countries.

Application has been made to the Council of The Stock Exchange for the grant of permission to deal in the entire share capital of the Company, issued and to be issued, in the Unlisted Securities Market. It is emphasised that no application has been made for these securities to be admitted to listing. Conditionally (inter alia) on such permission being granted 2,000,000 Ordinary Shares of 5p each of the Company will be placed by Allied Provincial Limited.

In accordance with the requirements of the Council of The Stock Exchange a proportion of the Ordinary Shares has been offered to and is available for application through the market during market hours today.

Particulars of the Company are available in the Extel Unlisted Securities Market Service and copies may be obtained during normal business hours on any weekday (excluding Saturdays and public holidays) up to and including 30th June, 1986 from:

United Trust & Credit PLC, 55 Grosvenor Street, LONDON W1X 9DA. Telephone: 01-499 0233. Telex: 896691 UTC

Allied Provincial Limited: at 84/86 Wardrobe Court, Throgmorton Street, LONDON EC2N 2AT. Telephone: 01-588 4302. Telex: 7[illegible]562 — and at 100 West Nile Street, GLASGOW G1 2QU. Telephone: 041 332 8[illegible]91

and from The Company Announcements Office, The Stock Exchange, London EC2P 2BT

dated 16th June, 1986

UK COMPANY NEWS

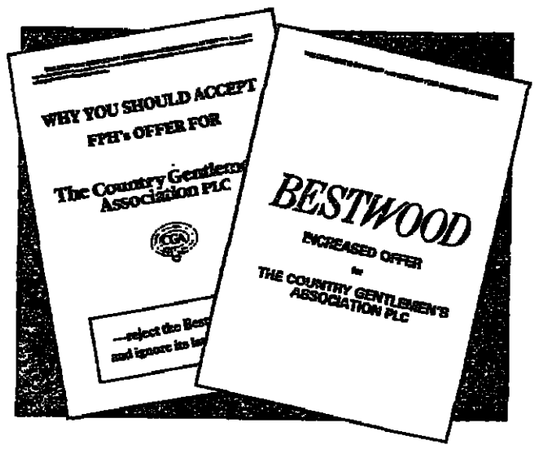
Martin Dickson looks at the contest for control of CGA

Draw of the country

ONE OF the more curious yet contentious takeover battles of recent months will reach a climax tomorrow when two rival, neck-to-neck bidders, will discover whether either of them has won control of the Country Gentlemen's Association.

The CGA may be quaintly named, and some of the services it offers its members may smack of a more relaxed, agrarian era, but the ferocity of the £10m takeover battle demonstrates that it has some valuable assets, in particular 27,000 members drawn from the top strata of society.

The CGA's free monthly magazine, Country, gives some flavour of their interests. The latest issue includes articles on the history of the Fortnum & Mason picnic hamper, and on the advantages of sub-dividing stately homes for multi-occupation.



There is also a special discount offer on extendable aluminium ladders suitable for "the annual task of repair, renovation and decoration which is historically the lot of the property owner."

"The members are everything from the impoverished well-bred to the very rich but hairy-heeled," says Mr Peter Earle, the CGA's 62-year-old chairman, who has been with the organisation since the early 1950s.

And that base is highly attractive to two small but ambitious companies wishing to build up niche financial service businesses, with a strong private client bias.

On the one side is Bestwood, a quoted industrial, property and financial services group with interests including Atlanta *Investment Trust. It is headed* by Mr Tony Cole, who made a first, unsuccessful tilt at the CGA in 1984.

He was frustrated by a notably White Knight: Lord Tanlaw, a liberal peer and member of the Inchacape family, whose settlement snapped up *24 per cent of the Association.* But after quitting the CGA board this January, Lord Tanlaw decided to back a fresh bid from Mr Cole.

On the other side is Fredericks Place Group, an unquoted financial services concern which used to be known as Hill Woolgar, the issuing house which specialises in raising funds for smaller companies. It recently took over Spencer Thornton, the stockbroker with 4,500 private clients.

Fredericks Place is headed by Mr Stuart Goldsmith, formerly of Britannia Arrow Holdings, where he built up an investment management division. Fredericks Place slapped in a rival bid which has won the recommendation of the CGA board.

But with each side claiming valid acceptances for 45 per cent of the equity, and more in the pipeline, the contest could easily end in a stalemate, and *this might open the way for* yet another bid by a third party.

The battle has produced some dark—but unproven—allegations of concert parties buying rival shares in an attempt to clinch victory. CGA shares, which stood at less than £8 before the battle, have soared to £22, far above the value of the two offers, which in any case would give shareholders an exit p/e of around 60.

The subject of all this attention began life in the late 19th century as a kind of cut-price gentlemen's co-operate—buying heavy supplies such as fertiliser and fencing for the landed gentry.

Up to the 1970s its main activity remained that of an upmarket mail order house, delivering everything from toilet paper to garden tools to the stately (and not so stately) homes of Britain. The advent of rival discount businesses has reduced that to a very limited (and last year loss-making) operation—though it does at least maintain a decent wine club.

The place of the mail order business has been taken by a profitable financial services business, which emerged gradually over the years out of a land agency section.

Its most profitable business is insurance broking (with a client base extending beyond CGA members). Other services include investment management, taxation and accounting advice.

Since 1913, the CGA has been based in a purpose-built mock tudor mansion in Letchworth, Hertfordshire, though its membership is concentrated mostly in Kent, Surrey, Sussex and Hampshire. It also has a network of 10 branch offices across the country, dealing with insurance and professional services, which Fredericks Place and Bestwood see as a useful base for geographical expansion.

The profits generated by all this have been neither large nor consistent. "They have had a rather ridge and furrow profile," says Mr Earle, with an appropriately rural turn of phrase, "wobbling around the £½m mark." Pre-tax profits in the year to March have been estimated at not less than £260,000

Fredericks Place and Bestwood have similar plans for the association, should they win control, using it as a ready made network to offer a variety of services to well-healed clients

However, Mr Goldsmith stresses that the CGA should not be used for hard selling other products. "This is a very conservative client base, which values the service it gets. The last thing members will want is dramatic changes."

Each side argues that it will be able to offer the CGA a superior range of services, with Beestwood stressing its investment trust and Fredericks Place its broking.

The Fredericks Place offer is worth £12.14 for each CGA share, against Bestwood's £13.88. But with control of the *shares so evenly divided,* tomorrow might see a draw, with neither side free to bid again for 12 months.

GrandMet rejecting US offer for hotels

By Terry Povey

Grand Metropolitan is set to reject an $900m (£592m) offer for its hotels division, said recently knighted Stanley Grinstead, group chairman, yesterday. The offer has been made by Trafalgar Holdings, the Los Angeles-based finance house headed by Mr Charles Knapp.

According to the chairman, who has been meeting City institutions over the last week to answer criticisms of Grand Met's recent lacklustre performance, "the offer came out of the blue, we have considered it and the answer is that the hotels are not for sale."

For several weeks there has been market speculation of a bid aproach for the whole group but he said that no offer had been received.

Trafalgar Holdings is the main vehicle used by the controversial Mr Knapp in several recent bids. Trafalgar was formed by Mr Knapp after he was dismissed as chairman of Financial Corporation of America in September 1984.

FCA was obliged by the regulatory authorities to reveal a $107m loss in one quarter as opposed to an initially reported net income of $31m.

The 964-hotel Intercontinental Hotel chain is the smallest in sales terms of Grand Met's six divisions and in 1985 contributed £37.6m to the group's £453.6m trading profit total. Among the hotels owned by the group are the Mayfair in London and the Carlton, Cannes.

With most of its fully-owned hotels situated in Europe, Intercontinental has clearly been suffering from the fall-off in American tourists *and unusually is now* offering peak season discounts to shareholders. As of the year end, Grand Met had £560m invested in its hotels. According to the chairman: "We regard the hotel sector as a very good long-term investmen and have 10 new openings scheduled for this year."

Pickwick equity sale as step towards SE listing

Pickwick Records, the privately-owned distributor of budget-priced records, cassettes *and compact discs, has sold 50* per cent of its equity to a consortium of investors as a step towards seeking a stock market quotation.

Mr Monty Lewis, the company's 65-year-old chairman and founder, has sold 44 per cent of the equity to a group of institutions led by *Rothschild* Ventures. Other members of the consortium include Midland Bank Equity, Warburg, Charterhouse Development, Citicorp, Fountain Development (Hill Samuel) and Hanover Acceptances.

The institutions were introduced to Pickwick by Mr Ivor Schlosberg, the former chairman and chief executive of the RPM Record Group of South Africa, who has 15 years' experience in the industry. Mr Schlosberg, 39, is taking 6 per cent of the equity and becomes joint managing director with Mr Lewis.

The deal puts a value on the company of about £9m. It is seen as a preliminary step before a listing at a market capitalisation of about £20m to £30m, probably next year.

Pickwick was founded in 1958 and is now a major distributor of records and cassettes. It sells to record shops, supermarkets and chain stores throughout Britain.

Its main activity is licensing back-catalogue pop and classical material from record companies and repackaging them under its own label for sale at a budget price. It has also successfully developed a range of pre-recorded songs and stories for children.

More recently, Pickwick has gone into the compact disc market and is heavily undercutting its rivals by offering discs at £7.99 instead of the usual price of £11.99 to £12.99. It produces its own digital recordings of classical works by leading orchestras and uses other companies' manufacturing capacity, but accepts a lower margin on the selling price than its rivals.

The company sold 17.5m records and cassettes last year and profits are targeted to double this year to £1.6m on turnover of £17m.

turnover of £17m. Growth has been accelerated by the venture into compact discs and by expansion into North America, Australia and New Zealand, where Pickwick has begun to licence other record companies to produce and sell its recordings.

BOARD MEETINGS

TODAY

Interims:— Carroll Industries, Flexello Castors and Wheels, Guinness, London Scottish Finance.

Finals:— Amersham International, CML Microsystems, Chambersin Phipps, EMAP, Erskine House, Hazlewood Foods, Lance, Lynton, Marshalls Halifax, Scott Greenham, Unigate, Yellowhammer.

FUTURE DATES

Interims:—

Daily Mail and General Trust	July 10
Evode	July 14
MLP Group	June 24

Finals:—

British Land	June 19
Brookmount	June 24
Brown and Tawse	June 23
Electronic Rentals	July 7
Illingworth Morris	June 23
Sylrong	June 23
Vylex	June 23

African Lakes runs into the red but confident

African Lakes Corporation has run into a loss, following reduced profits in Malawi, a substantial deficit on mining and engineering in Zimbabwe, *and higher losses in Ethiopia.*

Turnover rose substantially from £6.58m to £12m in the half year ended January 31 1986, but there was a turnround from a profit of £365,000 to a loss of £348,000 at the operating stage. The pre-tax loss came to £333,000 (profit £383,000).

As regards the outcome for the current period—which will run for 14 months to September 30 1986 — the directors say it is impossible to forecast, but over the longer term they are confident.

John Butt Automobiles made a useful contribution to the UK operating results.

The Malawi operations were hit by low tea prices and poor trading results, together with the continuing devaluation of the kwacha. The second half should be better as initial tobacco auction prices are encouraging and there will be a larger coffee crop and increased rubber production.

In Zimbabwe, development and operational costs at the Globe & Phoenix mine continued to exceed income, and *negotiations to sell it continue.*

After tax £16,000 (£72,000) and minorities £21,000 (£128,000), the halftime attributable profit works through at £328,000 (profit £183,000), equal to 5.94p (3.32p) per share.

Standard's bid defence ready by weekend

Standard Chartered Bank is expected to issue its defence document by the end of this week outlining its objections to the £1.2bn takeover bid from **Lloyds Bank.**

Advisers to Standard Chartered, merchant bank J Henry Schroder Wagg, were yesterday working on the preparation of the document which is expected to show a dividend forecast. Because of currency fluctuations, however, a profit forecast *for the year is not expected.*

There have been over the past few weeks a series of approaches from a number of parties. But "Standard Chartered is not seeking a white Knight," said Mr Nicholas Jones of Schroder Wagg.

SHARE STAKES

Changes in company share stakes over the past week include:

A. and J. Mucklow Group — A. J. Mucklow, director, through Anadius Investments, disposed of 200,000 ordinary at 103p and now holds 3,263,391 (6.2452 per cent). G. C. Evans, director, acquired *15,000* through exercise of options at 84p and now holds 96,404 shares (0.1864 per cent).

Guinness Peat Group — B. A. Ursell, director, disposed of an interest in 37,262 fully paid shares at 91p. He continues to hold *1,000* ordinary and options to subscribe for a further 311,738 such shares.

Infrared Associates—Director, I. Kudman, disposed of 132,000 ordinary shares at 91 25/32p and now holds 1,451,000 (22.1 per cent). Director, H. Kudman, disposed of 132,000 ordinary shares at 91 25/32p and now holds 1,451,000 (22.1 per cent). Director, V. Below, disposed of 66,000 ordinary shares at 91 25/32p and now holds 725,500 (11 per cent).

Capel and Paribas in arbitrage fund launch

By Philip Coggan

James Capel and **Banque Paribas** have launched a new sterling market arbitrage fund, **Paribas Concorde Trust.** The fund will mainly invest in US-traded securities and will aim to exploit pricing anomalies, in particular where companies are involved in takeovers or reorganisation.

Investment risk will be limited by the use of traded options and currency swaps will be used to reduce the impact of exchange rate movements.

Debenture stock with the nominal value of £100m and 2.5m ordinary shares, at a price of 100p each, have been placed, giving the fund a capitalisation of £125m. The former will be listed on The Stock Exchange but the latter will not.

The five-year stock will carry a coupon of 9.364 per cent on a price of £97.50, giving it a redemption yield of 10.007 per cent, a spread of 100 basis points over equivalent gilts.

Paribas Corporation (Bahamas) will manage the fund on a day-to-day basis and Paribas North America has subscribed *to £25m of deferred ordinary* shares and unsecured loan stock on terms which provide income and capital cover for the debenture stock.

LADBROKE INDEX
1,317-1,323 (+7)
Based on FT Index
Tel: 01-427 4411

PENDING DIVIDENDS

Dates when some of the more important company dividend statements may be expected in the next few weeks are given in the following table. The dates shown are those of last year's announcements except where the forthcoming board meetings (indicated thus*) have been officially notified. Dividends to be declared will not necessarily be at the amounts in the column headed "Announcement last year."

	Date	Announcement last year
Abbey Life	July 18	Interim due
Allied Colloids	June 27	Final 1.8
*Amersham Intl	June 16	Final 3.8
*Argyll Group	June 24	Final 4.15
*Assoc Newspapers	July 9	Interim 5.5
*Avana	June 23	Final 6.75
*BPB Inds	June 26	Final 4.6
BET	July 18	Final 11.25
BTP	June 18	Final 2.3
*British Land	June 18	Final 1.75
*British Telecom	June 19	Final 3.9
Britoil	July 12	Interim 3.3
*Cable and Wireless	June 26	Final 4.9
*Cape Industs	June 17	Final nil
Centrovincial Estates	June 18	Final 3.0
Charter Consolidated	July 17	Final 7.25
*Daily Mail & Gen Tst	July 10	Interim 15.5
Davy	July 18	Final 2.585
*Dawson Intl	June 19	Final 5.6
*EMAP	June 16	Final 2.08
*Electronic Rentals	July 7	Final 2.065
*Ferranti	July 1	Final 1.04
Fitch Lovell	June 20	Final 6.7
GEC	July 2	Final 2.65
*GEI	June 17	Final 3.91
Gestetner	July 16	Interim 0.5
Granada	July 11	Interim 2.53
Great Univ Stores	July 18	Final 11.75
*Hazlewood Foods	June 16	Final 11.429
IC Gas	June 27	Final 9.25
Intnl Leisure	July 9	Final due
*London Intl	June 19	Final 2.6
*Lond Scottish Finance	June 16	Interim 0.9
Lonrho	July 16	Final 4.0
Magnet & Southerns	July 10	Final 2.7
Mercury Secs	June 25	Final 16.0
*Moyer Intl	June 17	Final 3.45
*Mitchell Somers	June 19	Final 1.75
*Northern Foods	July 1	Final 3
*Racal Electronics	June 23	Final 2.268
Rank Organisation	July 11	Interim 5.5
Rothschild (J)	July 1	Final 1.2
*Scottish and Newcastle	July 1	Final 4.19
Thorn EMI	July 5	Final 12.5
Trusthouse Forte	June 27	Interim 1.27
*Unigate	June 16	Final 5.2
Union Discount	June 17	Interim 11.0
Vantona Viyella	July 10	Interim 4.0
*Whitecroft	June 23	Final 5.4

* Board meeting intimated. † Rights issue since made. ‡ Tax free. § Scrip issue since made. ¶ Forecast.

This advertisement is issued in compliance with the requirements of the Council of The Stock Exchange. It does not constitute an invitation to the public to subscribe for or purchase any securities of the Company.

Scottish Television p.l.c.
(Registered in Scotland No. 42391)

Rights Issue of 2,128,085 Ordinary Shares of 10p each at 285p per share

Enfranchisement of Non Voting 'A' Ordinary Shares of 10p each by their conversion into Ordinary Shares of 10p each

Conversion of 7% (now 4.9% + tax credit) Cumulative Preference Shares of 10p each into Ordinary Shares of 10p each

The Council of The Stock Exchange has admitted to the Official List all of the Ordinary Shares of 10p each issued and being issued

Copies of the circular to shareholders, which includes listing particulars relating to Scottish Television p.l.c., are available in the Extel Statistical Services. Copies of the circular may also be obtained during usual business hours on any weekday (Saturdays and public holidays excepted) up to and including 4th July, 1986 from:

Scottish Television p.l.c., Cowcaddens, Glasgow G2 3PR
Dundas & Wilson, C.S., 25 Charlotte Square, Edinburgh EH2 4EZ
County Limited, 11 Old Broad Street, London EC2N 1BB
Company Announcements Office, The Stock Exchange, Old Broad Street, London EC2N 1HP

16th June, 1986

Series 039

U.S.$14,560,000
Short-term Guaranteed Notes issued in Series under a U.S.$280,000,000 Note Purchase Facility by
Mount Isa Mines (Coal Finance) Limited

Notice is hereby given that the above Series of Notes issued under a Production Loan and Credit Agreement dated 30th March, 1983, carry an Interest Rate of 7 7/16% per annum. The Issue Date of the above Series of Notes is 17th June, 1986, and the Maturity Date will be 17th December, 1986. The Euro-clear reference number for this Series is 22728 and the CEDEL reference number is 916018.

Manufacturers Hanover Limited
Issue Agent

16th June, 1986

NOTICE TO HOLDERS OF
KAO CORPORATION
(Kao Kabushiki Kaisha)
US $70,000,000
3 Per Cent. Convertible Bonds 2000

Pursuant to Clause 5(B)(iii) of the Trust Deed dated 12th March, 1985, under which the above Bonds were issued, notice is hereby given to Bondholders that Kao Corporation (the "Company") will merge with Kao Food Company, Limited ("Kao Food"), the Company's wholly owned and consolidated subsidiary. After the merger, the Company will continue to exist but Kao Food will cease to exist.

The above mentioned merger is to be submitted to the shareholders of the Company for approval on June 27, 1986 (Japan time). The merger is expected to become effective on April 1, 1987 (Japan time).

The merger will not result in an adjustment of the Conversion Price.

KAO CORPORATION
By: The Bank of Tokyo Trust Company as Trustee

Dated: June 16, 1986

BRISTOL
HEWLETT PACKARD
DU PONT ELECTRONICS
SUN LIFE
DIGITAL
LONDON LIFE
WELBECK
CLERICAL MEDICAL
ELECTROTECH
BRITISH AEROSPACE
ROLLS ROYCE

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Of course, it's a combination of factors. How else could Bristol attract all these top companies?
For further forceful arguments, contact Mike West, Bristol's Director of Economic Development.

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Bristol Economic Development Office, Brunel House, St. George's Rd, Bristol BS1 5UY
Tel (0272) 291620
Telex 449714 BRIEDO G

BANQUE SUDAMERIS

Formerly Banque Française et Italienne pour l'Amérique du Sud—Sudameris

S.A. Capital FRF 395,600,000—Reserves FRF 370,173,186
Head Office and General Management: 4, rue Meyerbeer 75009 PARIS
Tel: (1) 45 23 72 22

Main Shareholders:
BANCA COMMERCIALE ITALIANA—MILANO
BANQUE INDOSUEZ—PARIS
DRESDNER BANK A.G.—FRANKFURT a.M.
PARIBAS INTERNATIONAL—PARIS
UNION DE BANQUES SUISSES—ZORICH

International Network of the Sudameris Banking Group

BRANCHES:
ARGENTINA — CHILE — PANAMA — URUGUAY — U.S.A.
Affiliated and Associated Banks:
BRAZIL — COLOMBIA — FRANCE — MONACO (Principality) PARAGUAY
Other Banking Participations:
PERU — VENEZUELA
Representatives:
COLOMBIA — MEXICO — PERU — SPAIN/PORTUGAL
U.S.A./CANADA — VENEZUELA — GERMANY (Fed. Rep.)

BANCO SUDAMERIS INTERNACIONAL, S.A.
USD 45,000,000 Guaranteed Negotiable Floating Rate Certificates of Deposit 1984/6

Notice to Certificate Holders

Notice is hereby given to all holders of the above-captioned guaranteed negotiable floating rate dollar certificates of deposit (the "Certificates of Deposit") issued on August 6, 1981 by BANCO SUDAMERIS INTERNACIONAL, S.A., Panama ("SUDINT"), guaranteed by BANQUE SUDAMERIS, Paris, and offered through FIRST CHICAGO PANAMA S.A. (The "Manager") that BANQUE SUDAMERIS has combined its operations with those of SUDINT, its wholly-owned subsidiary, in accordance with applicable Panamanian law (Law 32 of 1927 and Law 32 of 1978).
The combination was concluded on June 1st, 1986.
Following the combination, all of the obligations of SUDINT, including those represented by the Certificates of Deposit, became the direct obligations of BANQUE SUDAMERIS by operation of Panamanian law. Thereafter, the assets and liabilities relating to the business operations of SUDINT prior to the combination, including the obligations represented by the Certificates of Deposit, were transferred to and are maintained in BANQUE SUDAMERIS, Panama branch.
The combination was evidenced by notarised and registered agreement, as required by Panamanian law, and approved by the Panamanian Banking Commission.
The Paying Agent and Reference Banks remain unchanged.

June 1986 BANQUE SUDAMERIS, Paris

U.S. $70,000,000
Banco Nacional de Desarrollo
(an Autonomous Entity of the Argentine Republic)
Floating Rate Notes Due 1987

BND

For the six months
13th June, 1986 to 15th December, 1986

In accordance with the provisions of the Notes, notice is hereby given that the rate of interest has been fixed at 9½ per cent and that the interest payable on the relevant interest payment date, 15th December, 1986 against Coupon No. 11 will be U.S. $48.82.

Agent Bank:
Morgan Guaranty Trust Company of New York
London

Banco Central de Costa Rica
U.S.$50,000,000
Floating Rate Notes 1985

Notice is hereby given pursuant to Condition 4 of the Notes that the Notes will carry an interest rate of 8 1/16% from 13th June 1986 to the earlier of 15th December 1986 or the date on which funds are received for the payment of overdue principal.

EBC Amro Bank Limited
(Agent Bank)

16th June 1986.

FINANCIAL TIMES STOCK INDICES

	June 13	June 12	June 11	June 10	June 9	June 6	1986 High	1986 Low	Since Compilation High	Since Compilation Low
Government Secs.	91.07	90.63	90.68	91.41	92.21	91.92	94.51	80.39	127.4	49.18
Fixed Interest	96.62	96.64	96.57	97.12	97.08	97.06	97.51	86.55	150.4	50.53
Ordinary	1313.7	1304.1	1301.1	1314.4	1329.5	1336.9	1425.9	1094.3	1425.9	49.4
Gold Mines	194.4	192.3	199.5	208.0	208.7	213.3	357.0	192.3	734.7	43.5
FT-Act All Share	781.83	778.50	777.60	785.22	792.95	794.30	832.39	664.42	832.39	61.92
FS.SE100	1583.4	1571.8	1571.4	1586.4	1604.6	1611.9	1717.6	1370.1	1717.6	986.9

LONDON RECENT ISSUES

EQUITIES

Issue Price p	Amount Paid up	Latest Renunc. Date	1986 High	1986 Low	Stock	Closing Price p	+ or –	Net Div.	Times Cov'd	Gross Yield	P.E. Ratio
§125	F.P.	—	136	136	§Accord Publications 5p	136	—	bR3.1	2.6	3.2	17.2
150	F.P.	30/6	145	138	Alumasc Group	145	—	R5.85	2.5	5.7	10.0
§130	F.P.	13/6	128	120	♦Antler 5p	120	—	u3.0	2.4	3.5	17.0
115	F.P.	11/7	175	155	Arlington Sec. 10p	175	+10	b1.7	4.3	1.4	24.0
150	F.P.	20/6	161	148	Barlow (Charles) 5p	150	+2	u3.0	3.1	2.8	16.3
147	F.P.	—	138	130	Blick 5p	138	—	R3.4	3.1	3.5	13.2
145	F.P.	—	175	160	Bredero Props	165	+5	R4.25	2.3	3.6	14.0
§60	F.P.	20/6	61½	54	Brit. Int. Airways 10p	60	—	bd2.82	2.1	6.6	8.3
§130	F.P.	4/7	167	150	♦Charles Hooper 5p	158	—	b2.5	2.8	2.2	22.5
§125	F.P.	6/6	130	125	Coml. Lease Fin. 10p	127	—	L1.35	3.9	1.5	18.5
107	F.P.	27/6	131	113	Dalepak Foods 5p	124	—	R2.3	3.2	2.6	16.8
§155	F.P.	6/6	232	172	♦Davies (D.Y.) 5p	216	—	u3.4	2.7	2.2	23.3
§50	F.P.	11/6	62	50	♦Dens & Bonner 5p	61	—	1.25	1.5	2.9	36.4
§130	F.P.	6/6	151	134	♦Dewhirst 10p	136	—	u4.0	2.7	4.2	12.6
§58	F.P.	—	63	59	Dunkelsen Intl 5p	62	–1	b1.65	2.1	3.6	15.9
§39	F.P.	27/6	40	32	♦Eadie	38	–3	b1.75	2.0	7.7	7.7
120	F.P.	27/7	118	111	Essex Holdings	113	—	u3.96	3.1	7.2	7.4
140	F.P.	4/7	130	120	♦Fichtel (Mrs) [illegible]	120	—	R3.5c	2.6	2.6	15.2
—	—	—	35	27	German Secs. Warrts	31	–1	—	—	—	—
140	F.P.	20/6	158	141	Hogans (John) 10p	141	–2	u3.0	3.2	3.0	14.6
120	F.P.	30/6	130	110	Ipeco Hldgs 30p	110	—	u2.7	3.3	3.5	12.5
104	F.P.	—	118	98	Jarys Hotel	98	—	u3.75	2.1	5.5	10.4
§70	F.P.	14/6	95	80	♦Lodge Care	82	—	u2.0	2.4	3.4	17.1
145	F.P.	—	130	125	Lopex 5p	130	—	R4.0	2.3	4.3	13.0
8.8	F.P.	—	62	49	Merlin Int'l Props	57	—	u2.58	2.0	1.4	48.2
157	F.P.	25/6	157	145	♦Monotype Corp 10p	154	–1	R4.6	1.6	4.6	15.5
165	F.P.	18/6	190	170	P-E International 10p	185	—	1.8	3.4	1.4	27.8
§100	F.P.	27/6	105	104	♦Scorpe Group 20p	105	—	R3.0	2.5	4.0	13.9
**	F.P.	6/6	780	550	Schroders £1 N/V	640	—	u00.75	—	2.3	—
§72	F.P.	13/6	74	70	♦Splash Prods. 10p	70	—	u3.27	1.6	6.6	13.6
§140	F.P.	6/6	141	117	Tech. Prods. Ser. 10p	117	–1	u2.49	3.2	3.0	14.8
§100	F.P.	23/6	102	93	♦Usher (Frank) 5p	93	—	u4.5	1.9	6.8	11.1
145	F.P.	20/6	158	150	Westbury 10p	154	—	R4.1	3.1	3.8	12.2
§110	F.P.	26/6	145	125	Worcester 10p	145	—	u4.91	2.2	3.8	14.3

FIXED INTEREST STOCKS

Issue Price £	Amount Paid up	Latest Renunc. Date	1986 High	1986 Low	Stock	Closing Price £	+ or –
§99.50	£10	—	9¾	9	Bristol Water 9.8% Red Deb '96	9	—
§99.256	£30	29/8	30¼	27¾	Brit. Alcan Aluminium 10⅜% Deb. 2011	28¾	+¼
‡	F.P.	—	99½	97	Brit. Emp. Secs. 10⅛% Deb. 2011	97	—
§94.209	£25	31/10	25¾	23½	Brixton Est. 9.5% 1st Mort Deb 2026	24	+¼
100	£10	14/8	10¼	9	Cambridge Water 10% Red Deb '96-98	9	—
100.89	£40	29/8	40	38	Estates & Gen. 11⅞% 1st Deb. 2018	38	–½
§97.963	£25	24/10	25¾	23¼	Gt. Portland 9⅝% 1st. Mort. Deb. 2016	23½	+¼
§95.523	£25	21/8	26	23¼	Land Securities 10% 1st. Mort. Deb 25	23⅞	+¼
§99.551	£45	14/7	42	37¾	Lon. Prov. Shop 10% 1st. Mtg. Deb. 2026	37¾	–⅝
§99.798	£25	24/9	24½	21½	Lon. Shop Prop. 10% 1st. Mort. Deb. 2026	22⅛	+1
100	£10	14/8	10¼	9	Mid Southern Water 10% Red Deb '95-98	9	—
—	F.P.	—	100½	99¾	Nationwide BM Sec 9¾% 18/5/87	100	—
—	F.P.	—	100⅛	99½	Do 9⅞% 15/6/87	99⅞	—
§99.623	£40	30/6	41⅞	36⅞	Paul Hldgs. 9⅞% 1st. Mort. Deb. 2011	37	+¼
§87.179	£30	26/9	30⅛	28⅛	Portugal 9% Ln. 2016	29⅛	+¾
§99.888	£40	1/8	44	39⅝	Queens Moat 10⅛% 1st. Mort. Deb. 2020	40⅞	+⅝
§99.480	£25	18/7	30⅛	26⅞	S.E. 10⅛% Mort. Deb. 2016	27⅜	+¼
§99.50	£10	28/8	9¾	9	Sund. & S. Shields Wtr 9.8% Rd Db '96	9	—
48.895	F.P.	—	47⅞	47⅛	Tesco 4% Uns Deep Dis Ln 2006	47⅛	—
§99.073	£25	8/8	25⅞	25½	Tops Est. 10⅛% 1st. Mort. Deb. 2013/16	25⅞	+⅛
£100	£50	12/9	58⅝	47⅞	Wilson Inc. 8½% Deb 2016	48⅛	+⅜
£100	£20	14/8	10⅛	9	York Water 10% Red. Deb. 1996/98	9	—

"RIGHTS" OFFERS

Issue Price p	Amount Paid up	Latest Renunc. Date	1986 High	1986 Low	Stock	Closing Price p	+ or –
355	F.P.	18/7	410	402	Berkeley Group	407	+5
110	Nil	11/7	29pm	22pm	Britannia Arrow	24pm	–1
280	Nil	4/7	175pm	110pm	Cater Allen £1	110pm	–15
390	Nil	8/8	45pm	37pm	Clifford's Dairies	37pm	—
170	Nil	8/8	27pm	25pm	Do A N/V	25pm	—
30	Nil	18/7	13pm	4pm	Fenlex Agricultural 10p	7pm	—
300	Nil	24/7	45pm	28pm	Gerrard & Natl.	38pm	+2
225	F.P.	11/7	257	250	Harris Queensway 20p	250	—
295	Nil	18/7	28pm	7pm	Lep. Group 2p	7pm	–1
235	Nil	11/7	27pm	12pm	McCarthy & Stone 20p	12pm	—
56	Nil	7/7	15pm	8pm	Micro Bus. Systems 5p	15pm	—
45	Nil	11/7	50pm	40pm	Molyn 20p	40pm	–3
200	Nil	18/7	260pm	250pm	Nat West Bank £1	260pm	—
18	Nil	23/7	4pm	4pm	Neil & Spencer 10p	4pm	—
2	Nil	15/7	1pm	1pm	§Property Trust 'A' 1p	1pm	+¼
600	Nil	22/7	190pm	148pm	Prudential Corp	155pm	—
275	F.P.	3/7	330	310	Robinson (Thos.)	310	–2
½	Nil	11/7	2½pm	1½pm	Rotaprint 1p	2¼pm	—

Renunciation date usually last day for dealing free of stamp duty. a Annualised dividend. b Figures based on prospectus estimate. g Assumed dividend and yield. h Assumed dividend and yield after scrip issue. Forecast dividend cover on earnings updated by latest interim statement. H Dividend and Yield based on prospectus or other official estimates for 1987.L. Estimated annualised dividend, cover and p/e based on latest annual earnings. R Forecast annualised dividend, cover and p/e ratio based on prospectus or other official estimates. r Indicated dividend; cover relates to previous dividend; p/e ratio based on latest annual earnings. u Forecast, or estimated annualised dividend rate, cover based on previous year's earnings. v Issued by tender. ‖ Offered to holders of ordinary shares as a "rights." ‡ ‡ Introduction. ** Issued by way of capitalisation. § Placing price. §§ Reintroduced. ¶¶ Issued in connection with reorganisation merger or take-over. ▮▮ Allotment price. ♦ Unlisted securities market. ‡‡ Dealt in under Rule 535 (3). ♥ Dealt in under Rule 535 (4) (e) ¶¶ Official London listing.

FINANCIAL TIMES SURVEY

WORLD PORTS

Publication Date: 26 September

Copy Date: 12 September

Insertion Guarantee: 22 August

The Financial Times intends to publish a survey on World Ports, the proposed editorial synopsis is set out below:

1. Introduction
2. Equipment
3. Container Sector
4. Bulk Cargos
5. Oil & Gas
6. Labour
7. Passenger Traffic
8. Profiles

All editorial comment should be addressed to the Surveys Editor

Information on advertising can be obtained from:
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FINANCIAL TIMES
EUROPE'S BUSINESS NEWSPAPER

FT CROSSWORD PUZZLE NO 6,048

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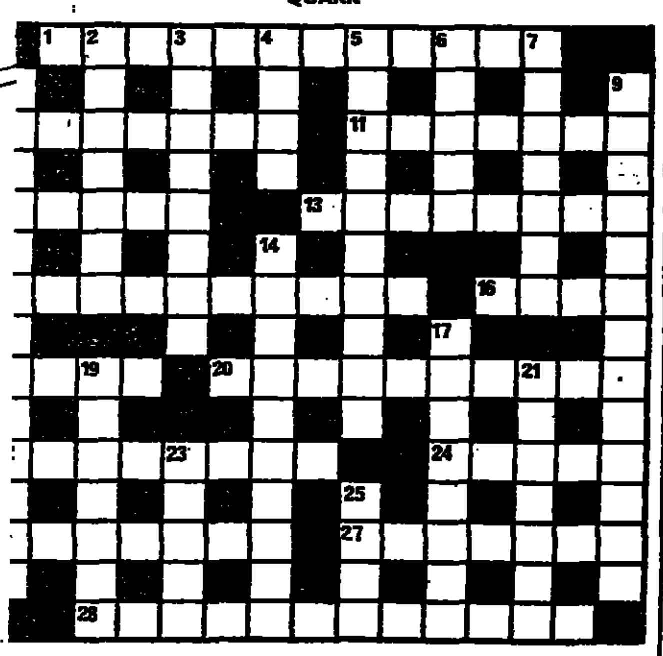

ACROSS

Ed Morgan (Mass.) could be an old painter (7, 5)
Traversed Nile to opening—mainly to cheer up (7)
Confused Mac with hard currency? (7)
The symbol set in pitch is a beast (5)
Alps oddly-shaped by fog referred to in the bible (8)
He was associated with early lines (10)
Letters returned to gratify (4)
One subtracted from seven would be (4)
Union in a get-together providing the instrument (10)
Haiti tan worn out in the S. Pacific? (8)
Kind of sleeve soldier had (5)
Short direction: "Metal source in mostly filthy surroundings" (3-4)
Board 15's mode of transport? (7)
Instrumental in filling Festival Hall on a large scale? (7, 5)

DOWN

2 Spare the French in difficulties, a set-back (7)
3 See 9.
4 Money plant (4)
5 Ability to make money like a king? (5, 5)
6 See 9
7 Foreign statesman sometimes seen before camera (7)
8 See 9
9 8 3 23 6 25 Suitable setting for RK's words. No detente? (4, 2, 4, 3, 4, 2, 4, 3, 5, 3, 5, 5, 4)
14 "Boat? It lent precariously" (War announcement) (4, 6)
17 There's comparatively more light from the more able (8)
19 Some set her ices in the fridge. Heavenly! (7)
21 Deeply fix in corn, etc (7)
23 See 9
25 See 9

The solution to last Saturday's prize puzzle will be published with names of winners next

FT UNIT TRUST INFORMATION SERVICE

AUTHORISED UNIT TRUSTS

	Bid Price	Offer Price	+ or –	Yield Gross

Abbey Unit Tst. Mngrs. (a)
80 Holdenhurst Rd, Bournemouth 0345 717373

Allied Dunbar Unit Trusts PLC (a)(g)
Allied Dunbar Centre, Swindon, SN1 1EL (0793) 610366 & 28291

Anthony Wieler Unit Tst. Mgmt. Ltd
19 Widegate St, London E1 7HP 01-377 1010

Arbuthnot Securities Ltd (a)(c)
131 Finsbury Pavement, EC2A 1AY 01-628 9876

Archway Unit Tst. Mgs. Ltd(a)(c)
317 High Holborn, WC1V 7NL 01-831 6233

Atlantic Unit Managers Ltd
46 Moorgate, London EC2R 6EL 01-638 1711

Baillie Gifford & Co Ltd
3 Glenfinlas St, Edinburgh 031-226 6066

Baltic Trust Managers Ltd
25/26 Albemarle St, London W1X 4AD 01-491 0295

Barclays Unicorn Ltd(a)(c)(g)
Unicorn Ho. 252 Romford Rd, E7 01-534 5544

Baring Fund Managers Ltd
PO Box 156, Beckenham, Kent BR3 4XQ 01-658 9002

Barrington Mgmt Co Ltd (z)
10 Fenchurch Street London EC3 01-623 8000

Bishopsgate Progressive Mgmt. Co
15 St James' Place, London SW1A 1NW 01-493 8111

Brewin Dolphin Unit Tst Mngrs Ltd
5 Giltspur St, London EC1A 9DE 01-248 4400

Bridge Fund Managers (a)(c)
20, Copthall Avenue, London, EC2R 7PA. 01-588 6064.

Britannia Unit Trust Managers Ltd. (a)(c)(g)
74-78 Finsbury Pavement, London EC2A 1JD 01-588 2777

Brown Shipley & Co Ltd (a)(g)
9-17 Perrymount Rd, Haywards Hth 0444 458144

Lloyds Bk. Unit Tst. Mngrs. Ltd (a)
Registrar's Dept, Goring-by-Sea, Worthing, W Sussex 0903 502541

Scottish Mutual Investment Managers Ltd
109 St Vincent St, Glasgow G2 5HN 041-248 6100

Vanguard Trust Managers Ltd
65 Holborn Viaduct, London EC1A 2EU 01-236 3053

AUTHORISED UNIT TRUSTS & INSURANCES

Wardley Unit Trust Managers Ltd (a)
Wardley House, 7 Devonshire Sq, EC2 01-929 1532

American Tst	66.1	70.0d	+0.3	1.6
Far East & Gen Tst	89.3	95.0	+1.2	1.0
Intl. Growth Tst	67.2	71.5d	+0.6	0.8
Income Tst	78.2	84.0	...	5.6
Japan Growth Tst	107.8	116.0	+0.7	0.2
Small Cos Tst	115.9	124.7	...	1.9
Tchnlgy Tst	34.2	36.7d	...	0.2
Australia Trust	42.9	46.1	+0.6	1.8
UK Trust	126.4	134.5d	...	2.8
European Growth Tst	48.5	51.6	+0.2	1.2
Hong Kong Tst	20.4	21.7	+0.4	1.5

Waverley Asset Management Ltd (a) (c) (g)
13 Charlotte Sq, Edinburgh 031-225 1551

Australasian Gold	15.9	17.0	-	0.15
Pacific Basin Energy	14.4	15.3	-	0.2
Canadian Balncd Grwth	60.2	64.3	-	0.71
Glenlv Mar	98.4	103.5	-	8.0

WestAvon Unit Trust Managers Ltd(a)(c)
9 Portland Square, Bristol BS2 8SS 0272 428431

British Smllr Co's (z)	54.8	56.4	-0.2	1.75
British Growth (z)	63.6	65.4	-0.2	1.75
British Income (z)	62.8	64.6	-0.2	4.50
British Extra Yield(z)	50.9	52.4	-0.2	6.50

Whittingdale Unit Trust Managers
2 Honey Lane, London EC2V 8BT 01-606 9085/6

Short Dtd Gilt Fd	67.2	68.3	+0.1	8.59
U.S Govmnt Bond F	0.499	0.502	+0.001	—

Windsor Trust Mngrs Ltd
83 Kingsway, London, WC2B 6SD 01-405 8331

Cmrdtl & Equity Tst	48.7	51.9	+0.2	7.48
Growth Trust	50.5	53.8	-0.3	2.28
Income Trust	54.0	57.5	+0.3	5.09

Wright Seligman Fund Managers Ltd
11 Blomfield St, London EC2M 7AY 01-588 0592

Growth Fund	67.8	71.3d	...	1.96

Weekly dealing day Tuesday

The Yorkshire General Trust
Woodsome Pk, Fenay Bdge, Huddersfield 0484 602250

Y G T	117.5	125.0d	...	3.55

INSURANCES

AA Friendly Society
(Investment Mngt M & G Inv Mngs Ltd)
PO Box 93 Cardiff CF1 4NW 0222 35542

Abbey Life Assurance Co Ltd
80 Holdenhurst Road, Bournemouth 0202 292373

Aetna Life Insurance Co Ltd
401 St John St, London EC1V 4QE 01-833 2303

Albany Life Assurance Co Ltd
3 Darkes Lane, Potters Bar 0707 42311

Allied Dunbar Assurance Plc
Allied Dunbar Ctr, Swindon SN1 1EL 0793 28291

Ambassador Life Ass. Co. Ltd.
80 Holdenhurst Rd, Bournemouth. 0202 292345

American Life Insurance Co UK
2-8 Altyre Road, Croydon CR9 2LG 01-680 7181

Other unit prices available from American Life

Baltic Assurance Funds
25/26 Albermale St., London W1X 4AD 01-493 9899

Barclays Life Assur. Co Ltd
252 Romford Road, London E7 01-534 5544

For prices of Initial Units phone 01-534 5544

Black Horse Life Ass. Co Ltd
346a High St, Chatham 0634 405161

British National Life Assurance Co Ltd
Perrymount Road, Haywards Heath 0444 414111

Canada Life Group
2-6 High St, Potters Bar, Herts P. Bar 51122

Cannon Assurance Ltd
1 Olympic Way, Wembley HA9 0NB 01-902 8876

Cannon Assurance Ltd—Continued

Chase de Vere Investments Ltd
63 Lincoln's Inn Fields, London WC2. 01-404 5766

City of Edinburgh Life Assurance
46 Charlotte Sq, Edinburgh EH2 4HQ 031-225 1655

City of Westminster Assurance
Sentry House, 500 Avebury Boulevard, Cent. Milton Keynes MK9 2LA Tel: 0908 606101/660888

For other prices please telephone 0908 606101/660888

Clerical Medical/Fidelity International
Narrow Plain, Bristol BS2 0JH 0272 290566

Initial prices available on request. For other prices telephone 0272 290566

Clerical Medical Managed Funds Ltd
15 St James's Sq, London SW1Y 4LQ 01-930 5474

Prices on June 4. Unit dealings on Weds

Colonial Mutual Group
24 Ludgate Hill, London EC4P 4BD 01-248 9861

Commercial Union Group
St Helen's, 1 Undershaft, London EC3 01-283 7500

Continental Life Insurance PLC
64/70 High St, Croydon CR0 9XN 01-680 5225

Prices for other funds available on request.

Cornhill Insurance PLC
57 Ladymead, Guildford 0483 68161

Credit & Commerce Life Ass. Ltd
74 Shepherds Bush Green, W12 8SD 01-740 7070

Criterion Assurance Group
Swan Court, Petersfield, Hants 0730 63281

For closed Fund unit prices ring 0730 63281

Crown Financial Management Ltd
Crown Hse, Woking GU21 1XW 04862 5033

Crusader Insurance Plc
Reigate, Surrey RH2 8BL 07372 42424

Devonshire Life
29 Chesthouse St., W1R 5RG 01-434 3511

Eagle Star Insurance Co Ltd
Bath Road, Cheltenham GL53 7LQ 0242 521311

Eagle Star Insur./Midland Assur.
1 Threadneedle St, London EC2 01-588 1212

Equitable Life Assurance Society
4 Coleman Street, London EC2R 5AP 01-606 6611

Equity & Law
Amersham Road, High Wycombe 0494 33377

Prices are Series 2, Series 1 available on request. Group Pension Funds—Prices available on request

Family Assurance Society
19 New Rd, Brighton BN1 1WS 0273 724570

Federation Mutual Insurance Ltd
29 Linkfield Lane, Redhill, Surrey 67333

First Financial Services PLC
One Mitre Sq, London, EC3A 5AN 01-283 2500

Framlington Life Insurance Ltd
3 London Wall Buildings, EC2M 5NQ 01-628 5181

Friends' Provident Life Office
Pixham End, Dorking (0306) 885055

Managed Pension Fund—prices on request

GT Management Ltd
8th Floor, 8 Devonshire Sq, EC2 01-283 2575

Prices for Accum Units only

General Accident Linked Life Assurance(z)
20/24 Addiscombe Rd, Croydon CR9 5BS 01-686 0411

Assicurazioni GENERALI SpA
117 Fenchurch St, London EC3M 5DY 01-488 0733

General Portfolio Life Ins. Plc
Crossbrook St, Cheshunt, Herts 0992 31971

For other prices please telephone 0992 31971

Gresham Unit Assurance Ltd
2-6 Prince of Wales Rd, Bournemouth 0202 767655

Growth & Sec. Life Ass. Soc. Ltd
47 London Fruit Exchange, E1 6EU 01-377 9345

Guardian Royal Exchange
Royal Exchange, EC3 01-283 7101

Hearts of Oak Benefit Society
129 Kingsway, London WC2B 6NF 01-404 0393

Henderson Administration (z)
26 Finsbury Sq, London, EC2 01-638 5757

Capital units prices available on request

Hill Samuel Life Assur. Ltd
NLA Tower, Addiscombe Rd, Croydon 01-686 4355

Imperial Life Ass. Co of Canada
Imperial Life House, London Rd, Guildford 571255

Imperial Life (UK) Ltd
Imperial Life House, London Rd, Guildford

Irish Life Assurance Co Plc
Longbow House, 20 Chiswell St, EC1 01-638 1731

The LAS Group
10 George St, Edinburgh 031-225 8494

Langham Life Assur. Co Ltd
Langham Hse, Holmbrook Dr, NW4 01-203 5211

Legal & General (Unit Assur) Ltd
2 Montefiore Road, Hove, BN3 1SE 0273 724588

Kingswood House, Kingswood, Tadworth, Surrey KT20 6EU Burgh Heath 53456

Prices for Series 2 Pensions. For other prices Tel Burgh Heath 53456

Legal & General Prop. Fd. Mgrs. Ltd
11 Queen Victoria St, EC4N 4TP 01-248 9678

Next sub day July 1

Liberty Life Assurance Co Ltd
Station Rd, New Barnet 01-440 8210

Fund Managers, Touche Remnant & Co

For Lloyds Life Assurance see Royal Heritage Life Assurance Limited

London A'deen & Nthn. Mtl. Assur. Ltd
129 Kingsway, London WC2B 6NF 01-404 0393

London Indemnity & Gnl. Ins. Co Ltd
18-20 The Forbury, Reading 583511

London Life
100 Temple St, Bristol BS1 6EA 0272-279179

London & Manchester Group
Winslade Park, Exeter EX5 1DS 0392 52155

M & G Group
Three Quays, Tower Hill, EC3R 6BQ 01-626 4588

MGM Assurance
MGM House, Heene Rd, Worthing 0903 204631

Manufacturers Life Insurance Co (UK)
St George's Way, Stevenage 0438 356101

Merchant Investors Assurance
Leon House, 233 High St, Croydon 01-686 9171

Municipal Life Assurance Ltd
99 Sandling Rd, Maidstone 0622 679351

NEL Britannia Assce Co Ltd
Milton Court, Dorking, Surrey 0306 887766

NEL Pensions Ltd
Milton Court, Dorking, Surrey 0306 887766

National Mutual Life
5 Bow Churchyard, London EC4M 9DH 01-236 1566

National Mutual of Australasia
Serpentine Rd, Poole, Dorset 0202 680666

National Provident Institution
48 Gracechurch St, London EC3P 3HH 01-623 4200

National Provident Institution—Cont

Prices June 2. Next dealing July 1.

Noble Lowndes & Partners Ltd.
PO Box 144, Croydon 01-686 2466

The Norminster Group.
74 Broadway, Peterborough PE1 1SU 0733 42200

Norwich Union Asset Management Ltd
PO Box 124, Norwich NR1 1JS 0603 693986

Norwich Union Life Insurance Soc.
PO Box 4, Norwich NR1 3NG. 0603 622200

*Prices as at June 10

PBR Fund Management Ltd
146a Queen Victoria St, EC4V 5AP 01-236 4070

Pearl Assurance (Unit Funds) Ltd
252 High Holborn, London WC1V 7EB 01-405 8441

Phoenix Assurance Co Ltd
Phoenix House, Redcliff Hill, Bristol 0272 294941

Pioneer Mutual Insurance Co Ltd
16 Crosby Rd, N. Waterloo, Liverpool 051-928 6655

Premium Life Assurance Co Ltd
Eastchester House, Haywards Heath 0444 458721

Property Equity & Life Ass. Co
Baxter Ave, Southend SS2 6QH 0702 333433

Property Growth Assur Co Ltd
Leon House, Croydon CR9 1LU 01-680 0606

Providence Capitol Life Assc. Co Ltd
30 Uxbridge Rd, London W12 8PG 01-749 9111

Provident Life Assoc Ltd
Provident Way, Basingstoke RG21 2FZ 0256 470707

Provident Mutual Life Assc. Assn.
Wilbur Rd, Hitchin, Herts SG4 0LP 0438 739000

Provincial Life Assurance Co Ltd
222 Bishopsgate, London EC2 01-247 6533

For Capital Unit and Other Prices ring 01-247 6533

Prudential Assurance Co
Holborn Bars, London EC1N 2NH 01-405 9222

Prudential Pensions Limited
Holborn Bars, London EC1N 2NH 01-405 9222

Regency Life Assurance Co Ltd
55-57 High Holborn, WC1V 6DU. 01-831 7481

All funds have equivalent pension fund. Series 2 prices above. Others available from Regency Life

Reliance Mutual
Reliance House, Tunbridge Wells, Kent 0892 22271

Royal Heritage Life Assurance Ltd
20 Clifton St, EC2A 4HX 01-920 0202/0733 262524

For Prospera Capital Units please ring ext 2396 or 2361

Royal Life Insurance Ltd
New Hall Place, Liverpool L69 3HS 051-227 4422

Save & Prosper Group
28 Western Rd, Romford RM1 3LB

Weekly dealings

Schroder Life Assurance Ltd
Enterprise House, Portsmouth 0705 827733

Prices are for Life Series 4 Accum. Pension Series C Accum June 13

Scottish Amicable Investments
150 St Vincent St, Glasgow 041-248 2323

Scottish Equitable Life Assce. Soc.
28 St Andrew Sq, Edinburgh 031-556 9101

Scottish Life Investments
19 St Andrew Square, Edinburgh 031-225 2211

Scottish Mutual Assurance Society
109 St Vincent St, Glasgow 041-248 6321

Scottish Mutual Investments
109 St Vincent St, Glasgow 041-248 6321

Scottish Provident Institution
6 St Andrews Sq, Edinburgh 031-556 9181

Scottish Widows' Group
PO Box 902, Edinburgh EH16 5BU 031-655 6000

Sentinel Life plc
2 Eyre Street Hill, EC1R 5AE 01-278 6585

Sharp (Albert E.) & Co.
12 Newhall Street Birmingham B3 3ER. 021-236 5801

Skandia Life Assurance Co Ltd
Frobisher Hse, Nelson Gte, Southampton 0703 334411

INSURANCE, OVERSEAS & MONEY FUNDS

OFFSHORE AND OVERSEAS

Money Market Trust Funds

	Gross	Net	Gr Equiv CAR	Int Cr
The Charities Deposit Fund — 77 London Wall, London EC2N 1DB. 01-588 1815				
Deposit	9.90			3-Mth
The Money Market Trust — 63 Qn Victoria St, EC4N 4ST. 01-236 0952				
Call Fund	10.05	7.51	10.73	6-mth
7-day Fund	10.13	7.57	11.04	6-mth
Oppenheimer Money Management Ltd — 66 Cannon St, EC4N 6AE. 01-236 1425				
Call Fund	9.75	7.29	10.45	6-mth
7-day Fund	9.76	7.30	10.46	6-mth
Dollar	5.82			6-mth

Money Market Bank Accounts

	Gross	Net	Gr Equiv CAR	Int Cr
Adam & Co. plc — 22 Charlotte Sq, Edinburgh EH2 4DF. 031-225 8484				
Full Service Cur Acc	9.25	6.80	9.82	Qtr
Aitken Hume — 30 City Road, EC1Y 2AY. 01-638 6070				
Treasury Acc	9.25	6.91	9.59	Qtr
Mth. Int. Chq.	9.25	6.91	10.04	Mth
Allied Arab Bank Ltd — 97-101 Cannon St, London, EC4N 5AD. 01-283 9111				
HICA	10.5	7.85	11.46	Mth
Bank of Scotland — 38 Threadneedle St, EC2P 2EH. 01-628 8060				
Money Mkt Cheque Acc.	9.00	6.72	9.77	Mth
Barclays Prime Account — PO Box 125, Northampton. 0604 252891				
High Int. Cheque	9.50	7.10	10.3338	Qtr
Britannia Investment Services Ltd. — 74-78 Finsbury Pavement, EC2A 1JD. 01-588 2777				
Cater Allen	9.50	7.10	10.3338	Mth
Charterhouse Bank Limited — 1 Paternoster Row, EC4M 7DH. 01-248 4000				
Sterling	9.625	7.19	10.47	Mth
U.S. Dollar	6.25	4.67	6.72	Mth
German Marks	4.00	2.99	4.27	Mth
Swiss Francs	1.50	1.12	1.58	Mth
Japanese Yen	4.81	3.38	4.50	Mth
Citibank Savings — St Martins Hse, Hammersmith Grove. 01-741 4941				
Money Market Plus	£5,000+	7.50	10.93	Mth
Co-operative Bank Cheque & Save — 78-80 Cornhill EC3. 01-626 6543				
£500-£2,500	6.69	5.00	7.18	Qtr
£2,500 +	9.38	7.00	10.12	Qtr
Dartington & Co Ltd — Dartington, Totnes, Devon TQ9 6JE. 0803 862271				
Money Mkt Acc.	9.50	7.10	10.30	Qtr
Edward Manson & Co Ltd — 9 Hewitt's Place W1M 9AG. 01-631 3313				
Cheque Deposit Acc.	10.00	7.47	10.88	Mth
Henderson/Bank of Scotland — 38 Threadneedle St EC2P 2EH. 01-628 8060				
Money Mkt. Cheque Acc.	9.00	6.72	9.77	Mth
Legal & General (Money Mngrs) Ltd — 355 Euston Road, NW1 3AG. 01-388 3211				
High Int Dep Acc	10.37	7.75	11.11	6-mth
Lloyds Bank PLC — 71 Lombard St, London EC3P 3BS. 01-626 1500				
HighIntCheque Account	10.00	7.20	10.42	Qtr
Lombard North Central PLC — 17 Bruton St, W1A 3DH. 01-409 3434				
14-Day Notice	9.75	7.47	10.52	—
M & G/Kleinwort Benson — M & G Hse, Victoria Rd., Chelmsford. 0245 266266				
H.I.C.A. (£2,500+)	9.31	6.96	10.12	Daily
Midland Bank plc — PO Box 2, Sheffield. 0742 20999 Ext 8655				
High Int Chq Acc	9.03	6.75	9.51	Qtr
£10,000 +	9.36	7.00	9.84	Qtr
NatWest Special Reserve Account — 41 Lothbury, London, EC2P 2BP. 01-256 9933				
£2,000 to £9,999	9.25	6.875	9.46	Qtr
£10,000 and above	9.375	7.00	10.12	Qtr
Oppenheimer Money Mgmt Ltd — 66 Cannon St, EC4N 6AE. 01-236 1425				
Money Mngt. Acct.	9.25			3-Mth
Phillips & Drew Trust Ltd — 120 Moorgate, London EC2M 6XP. 01-628 9771				
High Int Chq Acc	10.125	7.57	10.97	Qtr
Provincial Trust — 30 Ashley Rd, Altrincham, Cheshire. 061-928 9011				
High Int Chq Acc	10.25	7.66	11.17	Mth
Royal Bank of Scotland plc — 42 St Andrew Sq, Edinburgh EH2 2YE. 031-557 0201				
Premium Account	9.50	7.10	10.27	Qtr
Save & Prosper/Robert Fleming — 28 Western Rd, Romford RM1 3LB. 0708 66966				
H.I.B.A.	9.23	6.90	10.06	Daily
Tyndall & Co — 29-33 Princess Victoria St, Bristol. 0272 732241				
Demand Acc	9.53	7.13	10.30	Qtr
Money Acc	9.72	7.27	10.52	Qtr
J. Henry Schroder Wagg & Co Ltd — Enterprise House, Portsmouth. 0705 827733				
Special Acc	9.25	6.91	10.04	Mth
Over £10,000	9.50	7.10	10.34	Mth
Western Trust & Savings Limited — The Moneycentre, Plymouth PL1 1SE. 0752 24141				
High Int Chq Acc	9.87	7.38	10.67	Qtr

NOTES—Gross: rate to those exempt from composite rate of tax. Net: actual rate after deduction of CRT. Gr Equiv CAR: Gross equivalent to basic rate taxpayers—compounded annual rate. Int Cr: frequency interest credited.

NOTES

Prices are in pence unless otherwise indicated and those designated $ with no prefix refer to U.S. dollars. Yields % (shown in last column) allow for all buying expenses. a Offered prices include all expenses. b Today's prices. c Yield based on offer price. d Estimated. g Today's opening price. h Distribution free of UK taxes. p Periodic premium insurance plans. s Single premium insurance. x Offered price includes all expenses except agent's commission. y Offered price includes all expenses if bought through managers. z Previous day's price. † Guernsey gross. # Suspended. ♦ Yield before Jersey tax. † Ex-subdivision. ‡‡ Only available to charitable bodies. ♦ Yield column shows annualised rates of NAV increase. xd ex dividend.

TRADITIONAL OPTIONS

3-month call rates

Industrials	p		p
Allied-Lyons	28	Marks & Spencer	18
BAT	38	Midland Bk.	44
BOC Grp.	32	NEI	12
BSR	14	Nat West Bk.	78
BTR	45	P & O Dfd	45
Babcock	20	Plessey	20
Barclays	45	Polly Peck	16
Beecham	38	Racal Elect.	17
Blue Circle	55	RHM	20
Boots	26	Rank Org Ord.	48
Bowaters	36	Reed Intnl	75
Brit Aerospace	48	Sears	12
Brit. Telecom	17	TI	42
Brown (J.)	3	Tesco	30
Burton Ord	32	Thorn EMI	35
Cadburys	17	Trust Houses	32
Charter Cons.	22	Turner Newall	18
Comm Union	28	Unilever	120
Courtaulds	26	Vickers	40
Distillers	92	Wellcome	19
FNFC	15	**Property**	
Gen Accident	75	Brit Land	16
Gen Electric	17	Land Secs.	30
Glaxo	80	MEPC	32
Grand Met.	34	Peachey	24
GUS 'A'	75	Samuel Props	18
Guardian	75	**Oils**	
GKN	32	Brit. Oil & Min.	2½
Hanson Tst.	16	Brit Petroleum	48
Hawker Sidd.	52	Burmah Oil	38
ICI	58	Charterhall	3
"Imps"	28	Premier	3½
Jaguar	27	Shell	95
Ladbroke	32	Tricentrol	15
Legal & Gen	79	Ultramar	18
Lex Service	38	**Mines**	
Lloyds Bank	55	Cons Gold	40
Lucas Inds	68	Lonrho	25
		Rio T Zinc	50

A selection of Options traded is given on the London Stock Exchange Report Page.

LONDON SHARE SERVICE

BRITISH FUNDS

Interest Due	Stock	Price £	Last xd	Yield Int.	Yield Red.
	"Shorts" (Lives up to Five Years)				
10 Jan	10 Jul Treas 8½pc 1984-86	99⅝	+0.3	6	—
29 Apr	29 Oct Exch. 14pc 1986	101¾	+0.3	13.79	9.40
21 May	21 Nov Exch. 2½pc 1986	98	+0.4	2.54	6.02
22 Jul	22 Jan Exch 13¼pc 1987	102⅛	+0.12	12.98	9.26
10 Aug	10 Feb Treas 10¼pc Cv '87	100⅞	+0.1	10.19	9.27
24 Aug	24 Feb Exch 2½pc 1987	97½	+0.1	2.56	6.22
6 Oct	6 Apr Exch 10½pc 1987	100⅛	+0.3	10.40	9.30
1 Nov	1 May Funding 6½pc '85-87	98¼	+0.3	6.62	8.74
12 Dec	12 Jun Treas 10pc 1987	100⅞	+0.5	9.82	9.05
14 Jan	14 July Treas 3pc 1987	96½	+0.6	3.10	6.12
3 May	3 Nov Treas. 12pc 1987	103½	+0.3	11.59	9.18
26 Jul	26 Jan Treas 7½pc 1985-88	98¼	+0.12	7.85	8.58
10 Nov	10 May Exch 10½pc '88	102⅛	+0.4	10.23	8.95
14 Dec	14 Jun Treas 9½pc Cv '88	101⅛	+0.5	9.62	8.98
1 Jan	1 Jul Treasury 3pc '78-88	93½	+0.7	3.21	6.45
25 Apr	25 Oct Treas 9½pc '88	100⅞	+0.3	9.42	9.05
22 Aug	22 Feb Treas 11½pc 1989	105½	+0.1	10.87	8.99
18 Oct	18 Apr Treas 9½pc Cnv. '89	101½	+0.3	9.35	8.64
15 Nov	15 May Treas 3pc 1989	91½	+0.4	3.28	6.28
14 Dec	14 Jun Treas 10½pc 1989	103½	+0.5	10.11	9.02
1 Feb	1 Aug Exch 10pc 1989	102½	+0.7	9.76	9.09
29 Mar	29 Sep Exch 11pc 1989	105½	+0.2	10.43	9.02
15 Apr	15 Oct Treas 5pc 1988-89	92⅝	+0.3	5.38	7.44
15 May	15 Nov Exch 10¼pc Cv '89	105½	+0.4	9.65	8.20
15 Jul	15 Jan Treas 12pc 1990	112⅛	+0.6	11.57	8.91
12 Aug	12 Feb Exch 11pc 1990	106½	+0.3	10.36	8.96
22 Sep	22 Mar Exch. 12½pc 1990	111½	+0.2	11.24	8.92
8 Nov	8 May Treas. 3pc 1990	89½	+0.4	3.35	6.07
15 Dec	15 Jun Treas 8½pc 1987-90	98½	+0.5	8.34	8.57
25 Apr	25 Oct Treas. 10pc Cv 1990	104	+0.3	9.62	8.86
22 May	22 Nov Exch 2½pc 1990	86½	+0.4	2.90	6.11
10 Jun	10 Jun Treas 11¾pc 1991	110½	+0.6	10.63	8.90
5 Oct	5 Apr Funding 5½pc '87-91	94	+0.3	6.12	7.25
13 Nov	13 May Treas. 3pc 1991	86¼		3.49	6.35
	Five to Fifteen Years				
25 Apr	25 Oct Exch. 11pc 1991	108⅞	+0.3	10.10	8.87
22 Jul	22 Jan Treas 12½pc 1992	115⅞	+0.12	11.00	9.07
21 Aug	21 Feb Treas 10pc 1992	104⅝	+0.1	9.56	8.93
7 Nov	7 May Treas 10½pc Cv 1992	106½	+0.4	9.86	8.99
25 Feb	25 Aug Exch. 12½pc '92	114⅝	+0.1	10.69	9.10
22 Mar	22 Sep Exch 13½pc 1992	120	+0.2	11.25	9.20
15 Oct	15 Apr Treas 10pc 1993-4	104¾	—	9.54	9.02
14 Jan	14 Jul Treas 12½pc 1993-7	117⅞	+0.9	10.68	9.19
15 Mar	15 Sep Funding 9pc 1993-5	107⅝	+0.2	8.37	9.05
7 May	23 Nov Treas 13pc 1993-5	123⅞	+0.4	11.11	9.24
1 Sep	1 Mar Treas 14½pc 1994-6	129	+0.1	11.24	9.16
27 Oct	27 Apr Exch 13½pc 1994	123½	+0.3	11.05	9.28
22 Feb	22 Aug Exch. 12½pc 1994	118½	+0.1	10.58	9.28
17 May	17 Nov Treas 9pc 1994-96	108½	+0.4	8.98	8.94
25 Jul	25 Jan Treas 12pc 1995	115½	+0.1	10.43	9.39
1 Nov	1 May Conv 4¾pc Ln '60-95	77	+25.3	3.86	6.31
21 Jan	21 Jul Exch. 10½pc 1995	105⅝	+0.12	9.70	9.32
15 May	15 Nov Treas 12½pc 1995-98	120⅞	+0.4	10.55	9.35
22 Jly	22 Jan Treas. 14pc '96	127½	+0.12	10.98	9.52
15 Sep	15 Mar Treas. 9pc 1992-96	99½	+0.2	9.05	9.10
3 Nov	3 May Treas 11¾pc 1996	136½	+0.3	11.13	9.35
15 May	15 May Exch 13¼pc 1996	124⅝	+0.4	10.62	9.36
1 Apr	1 Oct Redemption 3pc 1986-96	83	+0.2	3.61	5.15
15 May	15 Nov Conversion 10pc 1996	104⅞		9.54	9.25
22 Jul	22 Jan Treas 13¼pc 1997	125⅝	+0.12	10.57	9.41
21 Aug	21 Feb Exch 10½pc 1997	107⅝	+0.5	9.76	9.35
1 Mar	1 Sep Treas 8¾pc 1997	97½	+0.3	9.00	9.36
27 Apr	27 Oct Exch. 12½pc 1997	136½	+0.3	11.90	9.63
19 Jul	19 Jan Exch 9½pc 1998	103⅝	+0.2	9.47	9.32
1 Nov	1 May Treas 6½pc 1995-98	84⅝	+0.5	7.98	8.86
30 Mar	30 Sep Treas. 15½pc '98	142½	+0.2	10.89	9.55
20 May	20 Nov Exch. 12pc 1998	118⅛	+0.4	10.16	9.48
15 Jul	15 Jan Treas 9½pc 1999	101⅞	+0.1	9.39	9.24
26 Sep	26 Mar Exch. 12½pc 1999	120½	+0.2	10.19	9.47
19 Nov	19 May Treas. 10½pc 1999	108⅛	+0.4	9.69	9.36
22 Nov	22 Nov Conversion 10½pc 1999	106½	+0.4	9.62	9.38
3 Sept	3 Mar Cnv 9pc 2000 'A' (£50 unit)	51½	—	9.17	9.28
14 Jan	14 Jul Treas. 13pc 2000	126½	+0.2	10.28	9.54
26 Feb	26 Aug Treas. 10pc 2001	105½	+0.1	9.48	9.30
22 Nov	22 May Treas. 14pc '98-01	130⅝	+0.4	10.70	9.59
	Over Fifteen Years				
10 Feb	10 Aug Conversion 9½pc 2001	103⅝	+0.1	9.40	9.29
22 Jul	22 Jan Exch. 12pc '99-02	118⅛	+0.12	10.15	9.48
11 Oct	11 Apr Conversion 10pc 2002	105½	+0.5	9.46	9.29
26 Feb	26 Aug Treas 9½pc 2002	103½	+0.1	9.40	9.29
25 Jan	25 Jul Treas. 13½pc 2000-03	132½	+0.12	10.41	9.56
—	8 Sept Treas 10pc 2003	106½	—	9.40	9.25
19 Sep	19 Mar Treas. 11½pc 2001-04	116½	+0.2	9.85	9.37
18 Nov	18 May Treas 10pc 2004	106½	+0.12	9.42	9.29
14 Jan	14 Jul Funding 3½pc '99-04	56½	+0.6	6.17	8.10
25 Apr	25 Oct Conversion 9½pc 2004	101½	+0.3	9.33	9.25
18 Apr	18 Oct Conversion 9½pc 2005	102½	+0.2	9.30	9.26
18 Apr	18 Oct Cnv. 9½pc 2005A	102½	—	9.30	9.26
20 Mar	20 Sep Exch. 10½pc 2005	111½	+0.2	9.45	9.24
21 May	21 Nov Treas. 12½pc 2003-05	126½	+0.4	9.88	9.38
5 Apr	5 Oct Treas. 8pc 2002-06	89½	+0.3	8.91	9.11
15 May	15 Nov Conversion 9½pc 2006	104½	—	9.33	9.25
22 Jly	22 Jan Treas. 11¼pc 2003-07	119½	+0.12	9.81	9.38
26 Sep	26 Mar Treas. 13½pc '04-08	135½	+0.2	9.97	9.36
25 Mar	25 Sep Treas 8pc 2009 (£500 nd)	43½	—	8.93	9.08
10 Mar	10 Sep Treas. 5½pc 2008-12	68½	+0.2	8.22	8.73
26 Jly	26 Jan Treas 7½pc 2012-15	87½	+0.12	8.84	8.95
12 Jun	12 Dec Exch. 12½pc '13-17	128½	+5.5	9.36	9.17
	Undated				
1 Feb	1 Aug Consols 4pc	44½	+27.12	8.84	—
1 Jun	1 Dec War Loan 3½pc	39½	+25.4	8.80	—
1 Apr	1 Oct Conv. 3½pc '61 Aft.	51½	+24.2	6.78	—
5 Apr	5 Oct Treas. 3pc '66 Aft.	33½	+0.3	8.92	—
5 Ja	5 Jly Dt Consols 2½pc	28½	+0.2	8.79	—
1 Apr	1 Oct Treas. 2½pc	28½	+0.2	8.73	—
	Index-Linked	(b)		(3)	(2)
30 Sep	30 Mar Treas. 2pc '88	(297.11)	121⅞	+21.2	2.19
26 Jul	26 Jan Do. 2pc '90	(333.9)	106½	+10.12	3.62
16 Mar	16 Sep Do. 2pc '96	(367.9)	121⅞	+7.2	3.16
24 Mar	24 Sep Do. 2½pc '01	(308.8)	107	+7.2	3.26
20 Nov	20 May Do. 2½pc '03	(310.7)	105⅞	+10.4	3.20
19 Jly	19 Jly Do. 2pc '06	(274.1)	109½	+12.6	3.21
20 Nov	20 May Do. 2½pc '09	(310.7)	104½	+10.4	3.18
23 Feb	23 Aug Do. 2½pc '11	(294.1)	109½	+17.1	3.16
16 Feb	16 Aug Do. 2½pc '13	(351.9)	92½	+10.1	3.09
26 Jan	26 Jly Do. 2½pc '16	(322.0)	99½	+20.12	3.10
16 Oct	16 Apr Do. 2½pc '20	(327.3)	98½	+10.3	3.05

Prospective real redemption rate on projected inflation of (1) 10% and (2) 5%. (b) Figures in parentheses show RPI base month for indexing, ie 8 months prior to issue. RPI for October 1985; 377.1 and for May 1986; 386.0.

INT. BANK AND O'SEAS GOVT STERLING ISSUES

4 Jan	4 Jul African Dv Bk 11¼Ln 2010	109⅝	+0.6	10.21	10.11
24 Mar	24 Sep Asian Dev Bk 10¼pc Ln 2009	104½	+0.2	9.82	9.76
28 Jan	28 May Australia 13½pc 2010	130½	+0.12	10.34	10.10
26 Apr	26 Oct Do. 11½pc Ln 2015	113½	+0.7	10.06	9.98
23 Mar	23 Sep Euro Inv Bk 11pc Ln 2002	110⅛	+0.4	9.98	9.72
22 Mar	22 Nov Do. 10½pc 2004	105½	+0.2	9.85	9.73
8 Jan	8 Jul Int-Am Dev Bk 12½pc 2003	121½	+0.12	10.27	9.84
15 Nov	15 May Int. Wat. Fin. 9½pc 2015	99⅝	+0.4	9.79	9.78
31 Mar	30 Sep Int Bank Ln Ln 1987	103⅞	+0.2	13.55	9.37
31 Jan	31 Jul Nthsea 10¼pc Ln 2009	92½	+0.1	11.65	11.73
3 Jan	3 Jul Do. 12¼pc Ln '88	102½	+0.6	11.95	10.84
1 Mar	1 Sep Mem Ln 5pc 2008	98	+0.3	16.84	17.52
29 Jly	29 Dec NZ 14½pc 1987	104½	+2.4	13.69	9.76
4 May	4 Nov Do. 11½pc 2008	110½	+0.4	10.20	10.07
25 May	25 Sep Do. 11½pc 2014	113½	+0.1	10.14	10.05
22 Jan	22 Jul Sweden 13½pc Ln 2010	130½	+0.12	10.35	10.09
15 Jan	15 Jul Do. 11½pc Ln 2012	108½	+0.12	10.17	10.11

CORPORATION LOANS

20 May	20 Nov Birmingham 13½pc 1989	111½	+0.4	12.11	9.48
15 May	15 Nov Do. 11½pc 2012	116½	+0.5	9.93	9.81
1 Jun	1 Dec Barnsley 13pc 1987	102½	+0.5	12.05	10.99
24 Apr	24 Oct Cardiff 11pc 1986	99½	+0.3	11.04	11.67
15 Feb	15 Aug G.L.C. 6¾pc 1990-92	90	+0.1	7.50	9.02
1 Feb	1 Aug Hertfd & Ntg 1985-87	97½	+0.1	6.92	9.07
1 Apr	1 Oct Leeds 13½pc 2006	131½	+0.3	10.31	9.89
1 Ja Apr	1 Jly Liverpool 3½pc Irred.	32½	+0.2	6.9	10.97
11 Jan	11 Dec LCC 5½pc '85-87	96½	+0.1	11.11	5.69	8.80
10 Jan	10 Jly Do. 6¼pc '88-90	93	+0.1	10.12	7.28	8.90
1 Mar	1 Sep Do. 3pc '20 Aft.	30½	+0.2	9.99	—	—
25 Apr	25 Oct Manchester 11½pc 2007	114	+1.4	10.09	9.91	

COMMONWEALTH & AFRICAN LOANS

1 Jan	1 Jul NZ 7½pc 1988-92	92½	+0.2	8.6	7.84	8.87
1 Apr	1 Oct S Rhod 2½pc Non-Asstd	196	—	—	—	—
7 Feb	7 Aug Do. 4½pc 87-92 Asstd.	76	+1	5.92	10.00	
15 Apr	15 Oct Zimbabwe Aun (£100 nd)	213	+7.3	—	13.80	

LOANS

Building Societies

30 Jan	30 Dec Nwide 12½pc 30.6.86	100½	+0.2	6	12.30	10.55
15 Jan	15 Jul Do. 11½pc 31.7.86	100⅛	+0.12	11.93	10.49
5 Feb	11 Aug Do. 11¼pc 11.8.86	100⅛	+0.1	11.35	10.01
27 Feb	1 Sep Do. 11½pc 1.9.86	100½	+0.1	11.32	10.09
9 Mar	15 Sep Do. 11¼pc 15.9.86	100½	+0.2	11.41	10.06
14 Apr	20 Oct Do. 11½pc 20.10.86	100½	+0.3	11.35	9.73
13 May	17 Nov Do. 11½pc 17.11.86	100½	+0.1	11.54	9.62
9 June	15 Dec Do. 11½pc 15.12.86	100½	+0.12	11.46	9.62
12 Jan	6 July Do. 12pc 12.1.87	101½	—	11.98	9.88
9 Feb	3 Aug Do. 12¼pc 9.2.87	101½	—	12.58	9.85
	Do. 12½pc 2.3.87	101⅞	—	12.12	9.84
—	Do. 10¼pc 6.4.87	100½	—	10.45	9.75
—	Do. 9¾pc 27.4.87	99½	—	9.52	9.75

Public Board and Ind.

1 Jan	1 July Agric. Mt. 5pc '59-89	89	+2.12	5.62	9.19
1 Mar	1 Sep Met. Wtr. 3pc 'B'	46½	+0.2	6.52	9.48

Financial

11 Jan	11 July Inv in Ind 11pc Un Ln '88	98½	+0.2	11.17	12.10
31 Jan	31 July Do. 11¼pc Un. Ln. '90	102½	+0.2	11.04	10.90
30 Sep	31 Dec Do. 7¼pc AD 1984-92	71½	+0.6	7.97	9.10
14 Mar	14 Sep Do. 12½pc Un. Ln. 1992	112½	+0.2	11.11	9.70
31 Mar	30 Sep Do. 7¼pc A '91-94	91½	+24.2	7.97	8.80
31 Mar	30 Sep Do. 9pc A '91-94	100½	+0.2	8.96	8.90
31 Apr	28 Feb Do. 8¾pc Ln '92-97	99½	+0.1	8.93	8.95

FOREIGN BONDS & RAILS

Interest Due	Stock	Price £	Last xd	Div % Gross	Red. Yield
—	Chinese 4½pc 1898	35	—	—	—
31 Mar	30 Sep Do. 5pc 1912	34	—	—	—
1 Jan	1 July Do. 5pc 1913	34	—	—	—
15 Jan	15 Jly Do. 5pc '25 Bower	26	—	—	—
1 Apr	1 Oct Greek 7pc Ass	52	+1.11	3.05	19.09
1 Feb	1 Aug Do. 6pc 28 Stg. Ass.	50½	+3.2	3	16.07
1 Apr	1 Oct Do. 4pc Mixed Ass.	48	+1.4	2	19.05
1 May	1 Nov Hung. '24 Ass	69	+1.5	2.75	4.00
31 May	30 Nov Prvnce Quebec 15pc 2011	139½	+1.11	15.00	10.53
30 Jun	31 Dec Ireland 6½pc '81-86	92	+0.12	14.50	13.40
31 Jan	31 Jly Do. 14½pc Ln. 2016	129	+7.2	14.50	11.13
1 Mar	1 Sep Ireland 9½pc '91-96	102½	+1.1	—	9.05
30 June	31 Dec Japan 6% '83-88	95	+1.12	—	8.10
1 Apr	1 Oct Peru Ass. 2007	16½	+0.12	5.22	3.27
1	1 May Turkey 9pc 1991	39½	+1.5	—	9	12.00

AMERICANS

Dividends Paid	Stock	Price £	Last xd	Div Gross	Cvr	Yld Gr's
Fb My Ag Nv	Abbott Labs $1	32½	+0.4	84c	—	1.8
Mr Ju Se De	Ahmanson (H F)	15	+0.5	46c	—	2.3
F My Ag Nv	Alcoa $1	26½	+0.4	$1.20	—	3.1
—	Allegheny & W $0.01	14	—	nil	—	60.4
Mr Ju Se Dc	Allied Signal $1	27	+0.8	$1.80	—	4.2
Mr Ju Se Dc	Amax $1	91⅝	+7.5	—	—	—
Mr Mr Jn Ag	Amdahl 5c	11⅞	+0.5	20c	—	1.1
Mr Je Se De	Amer. Cyanamid $5	48½	+0.25	$1.90	—	2.7
Fb My Ag Nv	Amer. Express $0.60	38½	+1.12	$1.36	—	2.4
Fb My Ag Nv	Amer. Medical Int. $1	11	+0.4	—	—	—
Fb My Ag Nv	American T. & T. $1	15½	+0.3	$1.20	—	5.2
Fb My Ag Nv	Ameritech $1	82	—	$7.08	—	0.1
—	Amfac	17⅞	+1.1	$1.84	—	—
—	AmHoTechl	76½	—	—	—	—
Fb My Au Nv	Bankamerica $1.4	10½	+0.1	—	—	—
Ap Jly Oc Jn	Bankers N.Y. $10	31½	+7.12	$1.48	—	—
Ja Ap Jy Oc	BASF Corp	71½	+0.7	12c	—	1.1
My Ag N F	Ty Bell Atlantic $1	43½	+2.7	$7.20	—	11.3
Mr Jn S D	Bethlehem Steel $8	10½	+1	—	—	—
Ok Ja Ap Jy	Boeing Inc	18½	+0.5	72c	—	2.7
Ja Ap Jy Oc	Brown-Ferris Inc	24½	+0.7	9c	—	1.5
F My Au Nv	Brunswick	23½	+2.4	50c	—	1.5
Jn Ap Jy Oc	BSN Corp Un 25c	42½	+3.9	$2.20	—	3.5
Mr Ju Se Dc	CSX Corp U.S.$1.00	23½	+2.1	$1.28	—	3.7
Mr Jn Sp Dc	Cal Fed Inc $1.00	21½	+2.5	32c	—	1.0

AMERICANS—Cont.

Dividends Paid	Stock	Price £	Last xd	Div Gross	Cvr	Yld Gr's
Oc Ja Ap Jy	Campbell Soup 30c	40½	+0.1	$1.32	—	2.2
F My Au Nv	Caterpillar Tractor	33½	+0.4	50c	—	1.0
Jn Ap Jy Oc	Century Corp. 25c	41½	+0.8	4c	—	0.7
Fb My Ag Nv	Chase M'tn $12.5	27½	+2.4	h$2.05	—	5.0
Ap Jy Oc Ja	Chemical New York	33½	+0.6	$2.60	—	5.3
Mar Jun S D	Chesebrough-Pond's $1	32½	+0.2	$2.00	—	4.2
Mar Jun S D	Chrysler $0.¼	25½	+0.6	h6b 6c	—	2.0
My Au N F	Citicorp $4	38½	+2.4	$2.26	—	4.0
Fb My Ag Nv	City Fed Fin Corp.	10½	+0.12	40c	—	2.5
F My Ag N	Colgate-P. $1	27½	+2.4	$1.36	—	3.4
Mr Ju Se De	Coln Inds. $1	43½	+0.6	$2.50	—	4.0
—	Com. Freightways 50.625	20⅞	+6.5	73.3c	—	2.4
—	Cont'l Illinois Corp $1	43⅞	—	—	—	—
—	Cont. Illinois Hldg $1	25½	$1.84	—	—	—
—	Corporate Data Scnce	46½	—	—	—	—
Jn Ap Jy Oc	Crown Zell. $5	27	+5.12	$1.00	—	2.5
—	Cullinet Sftwr 50.1	97½	—	—	—	—
—	Damson Oil 40c	107½	—	—	—	—
Mar Jun S D	Dana Corp $1	21½	+2.2	$1.28	—	4.1
—	Data General	25½	—	—	—	—
—	Devna-Lock Model	14p	—	—	—	—
Mr Jn Sp Dc	Dun & Bradstreet $1	75	+7.2	$2.56	—	2.3
F My Ag Nv	Eaton Corpn. 50c	45½	+0.4	$1.60	—	2.4
	For Exxon see Oil and Gas					
Mr Jn Sep Dec	FPL Group $0.01	28	+7.5	$2.04	—	7.0
—	Fairmont Fin	19½	—	—	—	—
F May Au Nv	Fin. Corpn. Amer. 50c	72½	+5.6	—	—	—
Jan Apr Jly Oc	First Chicago $5	21½	+3.6	$1.32	—	4.2
Mar Jun S D	Ford Motor $2	35	+9.4	$2.20	—	4.3
Mar Jun S D	GATX 62½c	22½	+0.6	$1.20	—	3.7
April Oct	Gen. Elect. $1¼	52½	+3.6	$2.32	—	3.0
—	General Host Corp $1	£15¾	—	28c	—	1.0
Mar Jun S D	Gillette $1	28	+0.4	$2.72	—	6.6
Fb My Ag Nv	Gt Am First Svgs 8b $1	11½	+1.2	$.26.7c	—	1.6
Fe My Ag Au	Gt. Western Fin $1	27½	+0.4	$1.20	—	-
Ja Nv Ap My	Hasbro Inc 50.50	35½	+1.5	15c	—	0.3
Mar Jun S D	Honeywell $1.50	52½	+2.2	$2.00	—	2.6
Nv Au Ap Ja	Hospital Corp Am $1	24½	+0.1	50c	—	1.4
Mr Jn Se Dc	Houston Inds (ns)	19½	+3.5	$2.80	—	9.9
Jn Ap Jy Oc	ITT Corpn. $1	39	+5	$1.00	—	2.3
—	Imatron Inc	23½	—	—	—	—
Mar Jun S D	Ingersoll-Rand $2	41½	+6.5	$2.60	—	4.3
Fb Ap Ag Nv	Intl Mis $1	14½	+7.4	$1.00	—	4.7
Mar Jun S D	IU Intnl. $1	10½	+0.5	60c	—	3.0
Mar Jun S D	Jim Walter Corp. $1	34½	+1.2	$1.00	—	2.0
Mar As N Ja	Lone Star Inds $1	37½	+2.6	$1.90	—	6.5
Mar Jun S D	Louisiana Land $0.15	19½	+2.7	$1.00	—	3.5
Jan Ap Jly Oc	Lowe's 50c	24½	+0.4	40c	—	1.1
Jan Ap Jly Oc	Manuf. Hanover $7½	53½	+2.3	$3.24	—	6.6
Feb My Au Nv	Merrill Lynch $1	22½	+5.2	80c	—	2.4
—	Microcomp Meas	2p	—	—	—	—
Jan Ap Jly Oc	Morgan (JP) $2.5	55½	+8.9	$2.45	—	3.0
F May Au N	NYNEX $1	41½	+7.12	$6.96	—	0.1
Ja Ap Jy Oc	PHH	21½	+8.4	$1.00	—	3.2
Ap Jy Oc Ja	Pacific Gas & Elec $5	14½	+0.6	$1.92	—	6.4
Fb My Au N	Pacific Telesis $0.10	23½	+1.3	h$3.00	—	6.2
Fe My Au N	Pall Corp. 25c	27½	—	38c	—	0.9
Mar Jun S D	Pennzoil 83½c	32½	+2.7	$2.20	—	4.7
F Apr Au N	Philbsry	56½	+2.8	$1.72	—	2.3
Jy Oc Jan Ap	Quaker Oats $5	48½	+1.2	$1.40	—	2.0
My Ja Se De	RJR Nabisco Inc	32½	+0.6	$1.41	—	3.0
Jan Apr Jly Oc	Reo NY Corpn $5	29½	+0.6	h$1.09	—	—
F May Au N	Revlon $5	38½	+3.5	$1.20	—	2.7
Mar Jun S D	Rockwell Intl. $1	38½	+4.5	$1.20	—	2.7
—	Rohr Inds Inc $1	21½	—	—	—	—
Oc Ja Ap Jy	Sara Lee $1½	45½	+0.8	$1.60	—	2.7
Mr Ju Se De	Saul (B. F.) $1	11½	+1.1	20c	—	1.2
Fb My Ag Nv	Southwestern Bell $1	63½	+7.4	$6.40	—	6.9
Au Nv Fe My	Sperry Corpn $0.50	49½	+1.2	$1.92	—	2.7
Mr Je Se De	Sun Co. Inc. $1	30½	+5.2	$3.00	—	6.7
Ma Ju Se Dc	TRW Inc. $1¼	66½	+6.5	$3.00	—	3.1
Mr Jn Sp Dc	Tenneco $5	25½	+3.5	$3.04	—	8.0
June Dec	Do. 10pc Ln 5b. 91-5	145½	+2.6	10%	—	17.1
Mr Je Se De	Texaco $6.25	23½	+2.5	$3.00	—	9.6
Mr Ju Se De	Time Inc. $1	57½	+2.2	$1.00	—	1.2
Ja Ap Jy Oc	Tosco 50.333	13½	+0.1	10.6	—	1.8
Ja Ap Jy Oc	Transamerica $1	22½	+1.4	$1.68	—	5.2
Fe My Au Nv	Transworld Corp $5	21½	+1.0	40c	—	1.3
Ag Nv Fb My	Union Carbide $1	14½	+2.8	90c	—	4.1
Mr Jn Sp Dc	Utd. Tech	32½	+0.5	$1.40	—	3.8
Mr Je Se De	US Steel $1	13½	+0.1	$1.20	—	6.0
Fb My Ag Nv	US Westh	33½	+0.1	h$5.04	—	6.1
Mr Je Se De	Woolworth $3½	29½	+1.9	$2.24	—	5.2

CANADIANS

—	Abitibi Energy Corp.	22p	—	—	—	—
—	Alberta. Barrick Res.	68½p	—	—	—	—
Fb My Ag Nv	Bk. Montreal $1	15½	+6.5	$1.96	—	6.0
Ja Ap Jy Oc	Bk. Nova Scot $1	23½	+0.4	h48c	—	4.5
Ja Ap Jy Oc	BCE $1	18	+1.3	$2.36	—	6.3
My Nv	Bow Valley $1	49½p	+5.12	20c	—	1.9
Ja Ap Jy Oc	Brascan A	12½p	+28.4	80c	—	3.2
—	Breakwater Res.	28½p	—	—	—	—
Fe My Au Nv	Can. Imp. Bk. $2	85½p	+1.4	$1.08	—	6.0
July	Jan. Can. Pacific $1	80½p	+1.4	h48c	—	2.8
July	Jan. Do 4pc Deb £100	59½	+11.11	4%	—	10.2
Jn Sp Dc Mr	Echo Bay Mines	14½	—	20c	—	0.9
—	Golden Sceptre Res.	42½p	—	—	—	—
—	Goliath Gold Mines	45½p	—	—	—	—
—	Granges Expl	35½p	—	—	—	—
—	Gt Pacific Res	18½p	—	—	—	—
Ja Ap Jy Oc	Gulf Can. $1	71½p	+6.3	52c	—	3.5
Ap Jy Oc	Ja Hawker Sid Can $1	13½	+5.11	96c	—	3.4
—	Henry Group	46½p	—	—	—	—
Mr Jn Sp Dc	Hudson's Bay $1	13½	+1.4	60c	—	2.1
Mr Je Se De	Imperial Oil	18½	+26.11	s$1.60	—	4.1
Jan. Ag. J.O.	Inco Eng. $1	32½p	+0.4	US$0.20	—	1.5
—	Intl. Corona Res	97½p	—	—	—	—
Fe My Au N	Inland Nat. Gas $1	55½p	+0.12	60c	—	5.2
—	Massey

INDUSTRIALS—Continued

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
July Jan	Midland Marts	155	21.11	4.0	2.1	3.6	18.5
Jan May	Mitchell Cotts	65	10.3	4.25	1.5	9.5	(8.9)
—	♦Moatty & Crane 10p	188	—	12.7	2.9	3.6	13.0
Jan. July	Morgan Crucible	315	28.4	8.5	♦	3.8	♦
May	♦Morris (W) F.A. 20p	16½	—	—	—	—	—
Jan. Aug.	Moss (Robt.) 10p	127	2.6	♦3.3	2.7	3.7	13.7
July	Mysor Grp 10p	120	12.5	2.63	2.6	3.1	15.5
Nov June	♦MMW Computers	315	24.2	6.0	3.0	2.0	18.1
Mar. Sept.	Nash Inds.	36	13.1	0.5	—	2.0	—
—	Neill & Spencer 10p	23	9/81	—	—	—	—
Jan July	Newman Inds 10p	37	14.4	0.8	1.2	3.1	(5.6)
April Dec	Nolton	51	2.6	10.95	7.0	2.6	7.3
—	♦Norank Systems 5p	126	—	3.0	♦	3.6	♦
Jan. Aug.	Norcros	269	23.12	9.3	♦	5.0	♦
Oct. April	Nu-Swift 5p	187	12.5	3.5	2.1	4.6	14.4
May Nov	OCE 9pc Cnv 1987-92	£303	14.4	Q9%	—	3.5	—
Feb. Aug.	Oakwood Grp.	110	27.1	5.0	1.3	6.8	15.3
Dec July	Office & Elect	240	2.6	8.5	2.9	5.0	9.8
October	Oldacre 20p	88	10.2	14.0	2.6	6.4	7.8
—	♦Optometrics $0.01	24	—	u0.2c	2.1	6.5	8.0
May Nov	Ovrifame £1	760	28.4	24.5	2.1	4.5	14.8
Jan. June	Overstone 12½c	7	12.5	g0.25	1.9	12.1	4.4
	For Ozalid 9pc Cnv see OCE 9pc Cnv						
December	♦PCT Grp 10p	142	25.11	3.2	1.2	4.6	34.0
April	PLM 'B' Sk 25	£13⅜	3.4	Q23.2%	0.3	4.8	—
June Dec	PSM Intl	178	2.6	6.5	2.1	4.8	13.6
—	♦Pacer Systems $0.01	285	25.4	1.48.0%	3.4	1.3	22.9
Apr. Dec.	♦Pacific Sales 10p	64	1.4	3.0	1.2	6.6	17.5
May Nov	Park Place 10p	336	1.4	♦16.25	1.9	2.7	27.7
Apr Nov	Parker Knoll 'A'	415	1.4	19.5	2.9	3.2	15.1
February	♦Parkfield Group 5p	490	23.12	12.4	2.4	0.8	75.2
—	♦Parkin Intl	39	—	—	—	—	♦
Aug. Feb.	Do. 11pc CvLn '94-02	£102	10.2	Q11%	—	11.1	—
June Nov	Pearson	527	14.4	10.0	2.8	2.7	17.6
—	Peak Holdings 7p	25	—	—	—	—	—
Mar Oct	Peerless	125	18.2	6.3	—	7.1	—
July Nov	Pentland 10p	865	12.5	1.5	22.4	0.2	24.5
May Dec	Photo-Me	£10½	24.2	♦5.08	8.3	0.7	21.5
Feb. Aug.	Pilkington Br. £1	425	23.12	13.5	♦	4.6	♦
June Dec.	Pitney-Bowes Cav. Ln.	£388	25.11	Q5½%	—	1.4	—
Sept. April	Plastic Const. 10p	85	24.2	2.8	2.0	4.6	14.9
—	Platignum 5p	8	5/82	—	—	—	—
Sept Feb	♦Platon Int.	143	27.1	♦2.8	3.2	2.8	12.4
—	Polymark 10p	12	9/81	8—	—	—	—
June Dec	Do. CnvPIA £1	85	6.6	10%	—	16.6	—
Jan. July	Portals	308	28.4	h7.33	3.2	3.4	12.9
Jan. Sept.	Powell Duffryn 50p	296	11.4	15.2	♦	7.5	♦
Apr Nov	Prestwich	122	1.4	hd0.53	7.8	0.6	23.9
Nov July	Prickard Svs.	126	14.10	♦2.55	♦	2.9	♦
November	♦Protimeter 5p	60	24.2	♦1.0	4.1	2.4	14.5
—	Quotron Systems $0.10	£12⅞	—	—	—	—	—
Feb. Sept.	RFD Group 10p	209	27.1	♦5.12	♦	3.5	♦
Jan. Aug.	Radiant Metal	125	23.12	2.5	0.7	2.8	—
June Nov	♦Ramco Oil 10p	16	2.6	0.7	♦	6.2	♦
Nov. Apr.	Rank Org.	532	24.2	15.0	1.8	4.0	16.5
—	Rauma-Repola Oy	295	—	Q10%	♦	4.6	♦
Jan. July	Reckitt & Colman	799	12.5	16.0	2.4	2.8	17.1
Aug Feb	Redfearn Glass	230	13.1	12.0	6.2	1.2	13.6
Jan. June	Reed Exec 10p	265	23.12	13.0	4.3	1.6	20.4
Jan. Aug.	Reed Intl. £1	945	11.11	22.5	♦3.3	3.4	10.7
Oct. June	Relyon	170	1.4	4.65	2.5	3.7	23.8
—	Renwick Group	275	8/80	—	—	—	18.3
Mar. Sept.	Restmor	80	27.1	4.0	2.0	6.4	10.9
Nov. May	Reuters 'B' 10p	465	10.3	3.25	4.2	1.0	33.5
Feb Oct	Rexmore	26	23.12	♦1.0	2.1	‡	9.9
Apr. Nov.	Ricardo	145	24.2	♦2.75	3.9	2.7	12.5
January	Robertson Rsch 10p	98	9.12	♦h2.1	3.1	3.0	7.6
—	Rock 10p	28	6/80	—	—	—	33.4
Nov. May	Rockware	47	4/82	—	—	—	♦
July	♦Rolfe & Nolan 10p	68	17.6	2.0	♦	4.3	♦
Dec June	Ropner	156	12.5	6.5	2.0	6.7	10.4
Dec. June	Do. 'A'	126	12.5	6.5	2.0	7.3	9.7
—	Rotaprint 5p	2¼	10/83	—	—	—	—
Jan Aug	Russell (A.) 10p	98	23.12	♦1.33	1.6	1.9	46.2
—	Ryan Int'l 5p	35½	7/74	—	—	—	9.7
—	♦SAC Intl 10p	125	28.4	h1.5	3.8	1.7	21.6
Jan July	St Group 5p	33½	13.5	—	—	—	—
Dec. June	Sale Tilney	248	1.4	♦6.5	2.6	3.7	14.5
Nov July	Sandhurst Mkt. 10p	75	2.6	1.26	♦	2.3	♦
Jan. Aug.	Scapa Group	445	9.12	M12.1	2.7	3.8	11.9
Jy Oc Ja Ap	Schlumberger $0.01	£20¾	4.6	$1.20	—	4.0	—
June Dec	Scott Robertson	152	28.4	2.7	3.6	2.5	15.4
December	Scott Greenham 10p	110	25.11	13.0	♦	3.8	♦
June Oct	Scot. Heritable Tst.	177	14.4	3.0	3.8	2.4	15.3
April Sept	Securicor Group	148	24.2	0.97	4.6	1.0	31.2
Apr Sep	Do. 'A' N-V	128	24.2	0.97	4.6	1.1	28.6
April	♦Securiguard Grp 5p	80	24.2	2.7	2.0	4.8	14.8
Apr Sep	Security Services	182	24.2	1.87	2.7	2.6	20.2
May Oct	Sharna Ware 20p	55	14.4	d2.45	—	6.3	—
Apr Oct	♦Sheldon Jones	75	1.4	4.65	1.9	8.7	8.5
Dec May	Shiloh	120	12.5	2.75	6.8	3.2	6.2
Apr Aug	Sidlaw Group	118	23.12	9.0	1.5	11.0	8.5
Apr Oct	Siebe	955	10.2	13.48	♦	2.0	♦
Jan July	Silentnight 10p	49	2.6	1.0	♦	2.9	♦
April Dec	♦Sinclair (Wm.)	198	10.3	5.25	3.1	3.7	12.9
Jan July	Sketchley	459	25.11	17.5	♦	5.5	♦
Oct. May	Smith&Neph. 10p	121	1.4	h2.33	2.1	2.7	20.5
June Dec.	Smiths Inds. 25p	280	14.4	♦4.5	2.6	2.3	21.8
Aug Feb	Somic	421	25.11	2.0	♦	6.9	♦
—	Sonartec	45	—	—	—	—	—
June	Soneson (W) AB SeK25	£17	13.6	♦Q15%	♦	2.0	♦
Mar Aug	♦Stka Bus Grp 10p	132	27.1	d2.7	3.4	2.9	11.6
Nov. Aug.	Spear (J.W.)	190	28.4	6.0	2.0	4.4	16.2
July	Spong Hldgs 5p	25½	24.2	20.4	11.0	2.2	20.3
Dec June	Spring Ram 10p	283	28.10	h0.91	7.3	0.6	12.5
May Nov	Staffs. Potts	125	14.4	t5.8	2.1	5.6	17.1
June Dec	Do. 10pcCnvRdPrf £1	340	12.5	10%	5.1	4.2	—
Nov May	Stag Furniture	108	1.4	5.5	1.6	7.2	(28.3)
February	♦Stainless Metalcraft	195	23.12	4.2	1.7	3.0	28.0
September	Std. Fireworks	152	29.7	♦3.83	♦	3.6	♦
—	♦Stanelco 10p	66	—	♦	—	—	—
—	Star Comp. 10p	65	9/84	—	—	—	—
Oct June	Stat-Plus 5p	290	2.9	3.0	♦	1.5	♦
Apr Oct	Steetley	448	1.4	13.0	2.5	4.1	13.6
Apr. Aug.	Sterling Inds 2½p	118	23.12	2.75	♦	3.6	♦
Apr Nov	Stockdale	220	10.3	12.0	3.3	7.7	4.2
Apr. July	Stonehill Hlds	79	24.2	6.0	1.6	10.7	8.3
Oct June	Sunlight Serv. 10p	207	12.5	9.0	1.9	6.1	12.4
Nov June	Suter 5p	265	1.4	4.2	2.9	2.2	20.0
May	Swedish Mtch B Sk50	£26¼	29.4	♦Q21%	2.3	3.7	11.8
June Nov	♦Swire Pac A 60c	97½	13.4	h047c	♦	4.5	♦
Feb Aug	Sycamore Hldgs	40	16.7	—	—	—	—
Feb Oct	Sylone	285	23.12	t10.0	2.1	7.6	7.4
—	Talbex 5p	6½	2/78	—	—	—	8.3
—	♦Tech. Compt. Inds.	240	—	u3.0	2.7	1.8	29.8
May	♦Technology for Bus.	122	28.4	4.62	1.5	5.3	(15.2)
Apr Aug	TSL Thermal Synd.	188	24.2	3.0	3.8	2.2	9.6
August	The Times Veneer 5p	25	2.6	♦0.5	♦	2.8	♦
October	♦Thermax	96	14.4	t0.1	0.1	1.5	—
June Dec	Third Mile Inv.	130	2.6	2.2	3.4	2.8	11.7
Mr Ja Sp Dc	TNT A$0.50	155	25.11	M14c	2.8	4.4	8.1
Feb Oct	♦Tinsley (Eliza) 5p	58	23.12	2.89	4.3	8.1	7.7
January	Tiphook 10p	258	23.12	d5.73	2.1	2.0	(25.7)
May Dec	♦Tod 5p	132	1.4	♦2.75	3.3	2.9	14.6
Apr Oct	Tomkins (F.H.) 5p	305	10.2	13.65	3.3	1.7	41.1
Jan. Aug.	Toothill (R.W.)	228	9.12	17.5	3.4	4.8	8.7
June	Toye	188	28.4	3.75	2.7	5.3	9.9
Jan July	Trafalgar Hse. 20p	294	12.5	♦11.2	2.6	5.5	(7.7)
Nov. May	Transport Dev.	174	1.4	6.2	1.9	5.0	13.8
—	Tranwood 5p	19½	1/76	—	—	—	—
July	Trietus	71	12.5	0.05	17.4	0.1	58.8
Nov. May	Turner & Newall £1	220	12.5	5.0	4.2	3.1	8.8
June Dec	UDO Hldgs 10p	128	14.4	♦h1.25	4.0	1.4	25.1
Feb. Aug.	UKO Intl.	240	9.4	♦5.0	3.2	2.9	11.5
September	Umgroup 15p	114	29.7	3.0	1.4	—	—
Nov Apr	Unilever	£16¼	14.4	38.62	3.2	3.4	11.2
Dec May	Un'v NV Fl12	£73⅞	15.5	Q74.1%	3.4	3.3	12.5
November	U. Guarantee 5p	208	29.10	0.5	—	3.5	—
Apr Oct	♦Vinsed Packaging 10p	93	24.2	♦h2.7	6.2	4.1	4.7
Jan. Oct.	Valor	245	25.11	5.13	♦	3.0	♦
Mar Oct	Vinten Grp. 20p	138	10.2	3.15	2.5	3.2	14.3
	For WSL see Leisure						
Jan May	Wade Potts. 10p	144	28.4	♦3.0	3.2	2.9	14.6
April	Oy Wartsila AB FM50	£23¾	24.2	Q13%	♦	4.6	♦
May Nov.	Waterford Glass 5p	114	1.4	Q55.2%	2.8	2.2	18.4
Apr. Oct.	Watsham's 5p	195	10.2	3.6	2.2	2.6	24.7
July Dec.	Wedgwood	325	25.11	10.0	♦	4.4	♦
—	Wellcome	187	—	u2.08	2.8	1.6	25.2
July	♦Welpac 10p	17	3.6	0.3	4.0	2.5	13.8
—	♦Westmex A$0.10	80	—	—	—	—	—
—	Westwood Dawes 'A'	56	2/80	—	—	—	♦
June Nov	Whatman R. Angel 5p	275	28.4	2.45	5.7	1.3	19.3
Feb. Aug.	Whitecroft	241	23.12	7.7	2.0	4.5	14.6
Mar Sep	Widney 4p	43	13.1	0.59	10.3	1.7	5.7
May Nov	Wilkes (J.)	167	1.4	6.75	2.2	5.7	11.1
—	Wiltaire Systems 2p	6½	—	—	—	—	—
—	Williams Hldgs.	605	10.3	8.0	3.1	1.9	21.0
—	Do. 5pc Cum CvPf £1	245	2.6	5.0%	—	2.9	—
—	Williams (J.)	29	12/81	—	—	—	—
July Nov	Wills Group	123	2.6	6.0	1.6	6.9	12.8
July Jan.	Wolseley	522	9.12	t10.5	3.5	2.9	16.1
May	Wood (Arthur) 5p	74	14.4	2.5	1.6	4.8	19.0
—	Worthington (A.J) 10p	22	9/82	—	—	—	—
April	♦Wyko Group	85	27.1	1.24	2.6	4.0	13.1
Nov June	Young (H.)	145	14.4	♦a2.7	2.4	2.6	17.7

INSURANCES

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
Nov	Abbey Life 5p	186	28.4	6.9	—	5.2	—
Fe Ma Au No	Alexander & Alexander	£24	29.5	♦Q$1.00	—	2.8	—
Apr Oct	Do. 11pc Cnv. $100	£68	15.4	Q11%	—	11.0	—
July	Allianz AG DM50	£743	28.6	♦22%	2.7	0.4	83.5
Ma Ju Se De	American Gen Corp	£26¼	12.5	Q100c	—	2.6	—
Apr Oct	Bradstock Group 5p	365	24.2	L5.25	2.7	2.4	21.3
May Sept.	Britannic 5p	833	1.4	29.8	—	5.0	—
Oct May	♦Bryant (Derek) 10p	250	1.4	8.1	3.5	4.6	8.7
Fe Ma Au No	Combined Int. $1	£38¼	28.4	Q$2.00	—	4.4	—
Nov. May	Comm. Union	296	1.4	11.9	—	5.6	—
Apr Oct	♦Dewey Warren 10p	111	10.3	7.5	1.9	9.5	7.5
June Dec.	Enma UK 9pcCav.	£490	12.5	Q9%	—	(1.9)	—
Jan. July	Equity & Law 1p	242	12.5	6.7	—	3.9	—
Mar Dec	FAI Insurances $A0.10	365	10.3	t08.4%	♦	1.1	♦
Jan. July	Gen. Accident	770	12.5	22.0	—	4.0	—
Jan. May	GRE	818	12.5	28.75	—	4.9	—
Jan. July	Heath (C.E.) 20p	585	2.6	24.5	2.6	5.9	8.7
Oct. Mar	Hogg Robinson	285	13.1	19.4	2.1	4.6	13.9
—	♦Howard Group 5p	295	12.5	♦7.45	2.4	3.6	16.4
Dec June	Legal & General	247	1.4	8.17	—	4.7	—
Oct Apr	Liberty Life SA R1	£20	1.4	Q300c	—	3.9	—
Fb My Ag Nv	Lincoln Nat Cpn $1	£30½	7.4	Q$1.84	—	3.7	—
Nov. May	London & Man.	182	15.4	5.95	—	4.6	—
June Oct.	London United 20p	402	12.5	15.0	2.5	5.3	10.5
Fe My Au Nv	Marsh McLen'n $1	£36⅝	2.7	♦Q$1.50	1.6	2.8	28.1
Nov July	Minet Hldgs. 20p	230	12.5	8.0	2.8	4.9	10.0
December	NZI Con $NZ0.50	67	9.12	Q18%	♦	4.5	♦
January	PWS International 10p	285	24.5	9.0	♦	4.5	♦
Oct. June	Pearl 5p	£13½	14.4	44.0	—	4.6	—
Nov. May	Prudential	757	14.4	26.0	—	4.8	—
Nov. May	Refuge 5p	392	1.4	13.75	—	4.9	—
Jan. May	Royal	834	10.3	25.75	—	4.1	—
April Oct.	Sedgwick Group 10p	342	1.4	♦11.0	1.7	4.5	16.2
May Nov	Steel Burrill J. 10p	242	14.4	7.0	2.1	4.1	16.2
Nov. July	Stewart Wr. 20p	383	12.5	11.0	2.1	4.0	15.5
Mar Sept	Storge Hldgs 20p	415	27.1	16.0	2.4	2.1	28.1
Jan. July	Sun Alliance	698	2.6	17.5	—	3.9	—
June Dec.	Sun Life 5p	832	14.4	23.74	—	4.0	—
April	♦Taisho M EDR	£52½	25.3	♦Q10%	—	0.1	—
Fb My Au Nv	Torchmark $1.00	£21⅞	7.4	Q$1.0	—	3.2	—
Nov. May	Trade Indemnity	198	14.4	13.25	—	2.4	—
Ma Ju Se De	Travelers $1.25	£31⅞	25.4	$2.16	—	4.6	—
June Nov	♦Uns Friendly B 10p	500	12.5	17.2	2.3	4.8	12.4
May Nov	Willis Faber 12½p	393	28.4	8.75	2.2	3.1	19.6
Feb July	Windsor Secs. 10p	39	2.6	d0.65	—	2.3	—

LEISURE

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
October	♦A & M Group 10p	13½	29.7	0.4	2.2	4.2	12.5
Jan July	A-R TV Pref. £1	80	1.7	5.95	17.8	10.5	—
Jan July	♦Adam Leisure 10p	16	2.7	—	—	—	—
May Aug	Anglia TV 'A'	220	10.3	9.0	1.6	5.8	15.5
February	♦Aspinall Hldgs. 10p	135	23.12	6.0	3.1	6.3	7.2
July Nov	Barr & W.A.T. 'A'	130	12.5	7.0	1.6	7.6	(10.2)
—	Boosey & Hawkes	170	4/84	—	—	—	—
June Dec	Brent Walker 10p	153	28.4	4.0	♦	3.7	♦
Mar. Nov.	Campari Int. 20p	49	28.4	1.8	—	2.9	—
Nov May	♦Central TV N/V 50p	322	1.4	12.5	2.0	5.5	12.7
November	Chrysalis	158	12.5	a7.38	2.6	6.6	(10.2)
October	♦Cinerlian Prod 5p	9	16.9	bd2.25	2.1	35.2	—
Feb June	Fairline Boats 10p	156	9.12	♦4.2	4.0	3.8	9.4
Apr. Oct.	First Leisure £1	350	10.3	h6.8	3.2	2.4	18.0
—	GRA Group 5p	53	—	—	—	—	70.8
Jan June	Grampian TV A 10p	48	28.4	2.0	3.5	5.9	6.9
—	♦Greenwich Cable Comm	21	—	—	—	—	—
May Oct	HTV Non/Vtg	212	1.4	♦7.7	3.1	5.1	8.9
—	Hammex A $0.25	33	4/82	—	—	—	—
May Oct	Horizon	114	14.4	♦4.4	4.2	5.4	5.0
Jan Aug	Intnl Leisure 10p	188	23.4	M5.0	6.1	6.5	3.0
Nov June	Juliana's Hldgs. 2p	38	28.4	3.0	0.8	11.1	16.1
Jan April	LWT	355	1.4	♦14.4	1.8	5.7	13.4
—	Lee International 10p	156	—	3.8	2.9	3.4	14.2
—	♦Leisure Inv 10p	41	—	—	—	—	♦

LEISURE—Continued

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
Jan Jul	Leisuretime Int 10p	185	1.4	♦12.3	♦	3.2	♦
—	♦Lewmar	187	—	u2.63	3.0	3.5	13.2
14.2	♦Media Tech Int 20p	145	24.2	12.58	5.4	2.5	11.8
Apr. Dec.	Medminster 10p	140	10.3	♦5.35	2.7	5.4	9.5
Oct May	♦Miss World 10p	220	1.4	3.2	3.3	3.3	12.7
May Oct	Mountview Leisure	86	12.5	(3.75)	♦	6.1	♦
—	♦Mrwsin Int 20c	16½	—	—	—	—	—
July	♦Owners Abroad 3p	31	28.4	1.9	♦	6.7	♦
—	Photax (Lon.)	70	4/82	—	—	—	♦
Apr Sept	♦P'dily Radio NV 5p	29	24.2	2.0	1.2	10.0	11.9
—	♦Pineapple Dnc St 10p	78	12/84	—	—	—	—
Sept. Apr.	Pleasurama 5p	295	12.5	7.5	3.2	3.6	12.2
Sept. Mar.	Do. 7pcCvCnvRedPf	138	10.2	7%	—	7.1	—
	For Pres Entertainment see Hotels						
—	♦Radio City 'A' N/V	30	12/84	—	—	—	—
Jan July	♦Radio Clyde N/V	40	2.6	3.25	0.9	11.4	13.0
—	Really Useful Grp 5p	364	1.4	h11.25	2.2	4.4	15.0
—	♦Rey Leisure 10p	44	10/84	—	—	—	—
Apr. Nov.	Saga Hols. 20p	167	10.3	4.6	2.6	3.9	14.1
Apr Nov	Samuelson Grp 20p	285	24.2	t2.4	6.0	1.2	22.3
Jan July	♦Sangers Photo 10p	104	28.10	♦2.2	♦	3.0	♦
July Dec	♦Scantro 50p	160	11.11	4.0	3.5	3.8	10.6
Dec May	Scott. TV 'A' 10p	345	14.4	u10.5	3.0	4.3	10.9
—	SeaCo Inc $0.12½	223	1/84	—	—	—	—
—	♦SelecTV 10p	17	—	—	—	—	—
—	♦Spectrum 5p	21	—	t1.20	4.8	‡	2.2
May Nov	TSW 5p	39	1.4	♦1.7	2.4	6.1	9.4
Mar Aug	TVS N/Vtg 10p	230	10.2	8.0	2.5	4.9	11.7
May Oct	♦Television Svcs 50p	325	28.4	2.0	1.6	2.3	40.1
Apr Nov	Tottenham Hotspur	71	16.9	♦4.0	—	—	—
February	♦Trifox 10p	82	13.1	1.1	3.3	1.9	17.2
Dec	♦Tyne-Tees TV 'A' £1	290	1.4	u10.5	♦	5.9	♦
Jan July	Ulster TV N/V 'A'	198	28.4	♦5.25	2.6	5.7	9.6
February	♦Wangtin 5p	85	13.1	♦1.26	—	2.1	16.6
—	WSL 5p	185	—	—	—	—	—
April Sept	Webb (Jos.) 5p	23	10.2	u0.5	0.7	3.1	61.8
July	♦Williams (Rex) 5p	20½	10.3	0.91	1.0	6.3	(21.3)
Apr. Nov.	Zetters 5p	166	10.2	♦4.0	3.6	3.4	11.6

MOTORS, AIRCRAFT TRADES

Motors and Cycles

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
—	BL 50p	37	—	—	—	—	—
Mr Jun Sp Dc	Gen. Mtrs. Units	254	7.1	Q25c	—	6.7	—
—	Group Lotus 10p	136	11/81	—	—	—	39.5
May Nov	Honda Motor Y50	465	23.5	Q24%	♦	1.0	♦
November	Jaguar	503	1.4	8.6	4.6	2.4	10.4
—	♦Reliant Motor 10p	26	—	—	—	—	—
May	Volvo Kr25	£38	22.5	♦Q34%	♦	2.1	♦

Commercial Vehicles

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
—	ERF (Hldgs)	48	7/82	8—	—	—	5.4
Jan. May	Plaxtons (GB)	77	23.12	4.5	1.6	8.2	10.6

Components

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
Mar July	AE	172	12.5	♦5.0	2.7	4.1	12.7
Sept Feb	Abbey Panels	240	13.1	2.0	9.3	1.2	12.9
Apr Nov	Aerospace Eng.	63	10.2	h2.52	1.8	5.6	(15.2)
Jan July	AirFlow Streamlines	47	11.11	1.5	♦	4.6	♦
May Nov.	Armstrong Eq. 10p	120	1.4	♦1.1	5.3	1.3	15.2
October	♦BTS 10p	74	10.2	Rd3.9	2.0	7.4	9.6
Mar Oct	Dowty 50p	220	24.2	♦5.0	2.2	3.2	18.1
Jan. July	FR Group	355	12.5	♦3.13	4.4	1.2	19.9
Jan. July	Kwik-Fit Hldgs. 10p	104	12.5	2.1	2.9	2.8	16.0
Jan June	Lucas Inds. £1	565	14.4	♦11.0	4.3	2.7	8.9
—	♦Spice 5p	94	—	u2.8	2.2	4.2	(12.2)
Oct. July	Supra Group 10p	59	1.4	2.2	2.6	5.3	10.1
October	Woodhead (J.)	45	2.9	0.1	—	0.3	—

Garages and Distributors

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
—	Alexanders 10p	16	3/69	—	—	—	39.2
May Nov	Appleyard Grp.	143	1.4	5.0	3.4	4.3	8.1
Jan. July	BSG Int. 10p	44	12.5	1.1	2.4	3.5	(13.7)
Nov June	Bramall (C. D.)	272	28.4	d7.77	5.3	4.0	5.8
July Jan.	Brit. Car Auct. 10p	136	9.12	♦3.25	2.7	3.4	14.3
Jan. July	Caffyns 50p	252	23.12	5.5	♦	3.1	♦
Feb Aug	Cowie (T.) 5p	104	10.3	3.5	5.1	2.7	7.6
Jan. Aug.	Davis Godfrey	187	9.12	♦h3.75	2.9	4.9	9.7
July	Gates (F.G.)	80	2.6	3.0	♦	5.3	♦
—	Glanfield Lawrence	85	2/80	♦	—	1.7	—
Jan. July	Hartwells	98	2.6	2.65	♦	4.1	♦
Jan. July	Jessups	119	12.5	♦4.0	2.7	4.7	9.0
Apr. Oct.	Kenning Motor	310	10.2	♦6.5	0.6	3.0	74.7
Nov June	♦Laidlaw Grp. 10p	57	28.4	2.8	2.5	6.9	7.2
Oct. May	Lex Service	365	10.3	10.6	1.7	4.1	20.7
Oct. April	Lookers	142	10.3	4.9	3.6	4.9	8.2
Dec July	Perry Group	130	2.6	4.5	2.4	4.9	11.9
May Oct.	Quick (H. & J.) 10p	76	28.4	2.85	2.1	5.3	(10.7)
—	Western Motor	126	11/79	—	—	—	♦

NEWSPAPERS, PUBLISHERS

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
May Oct	Ass. Book P. 20p	220	14.4	5.6	2.6	3.6	14.1
Feb Aug	Assoc. News	318	13.1	♦4.25	4.2	1.9	17.6
—	♦BPP Hldgs 10p	285	—	R5.0	2.2	3.4	18.5
July Oct.	Black (A. & C.)	380	28.4	10.0	1.9	4.7	15.9
Feb Aug	Bristol Eve. Post	588	23.12	♦21.5	1.2	5.2	22.5
Oct. May	Collins William	455	1.4	7.75	3.1	2.4	19.2
Oct. May	Do. "A"	342	1.4	7.75	3.1	3.2	14.4
Feb. Aug.	Daily Mail 'A' 50p	£17½	13.1	48.5	1.0	4.0	36.2
Jan. July	EMAP 'A'	166	25.11	♦5.0	2.3	2.5	24.4
Apr Oct	Haynes Pub 20p	345	10.3	d13.0	1.5	5.3	16.8
May Nov	Home Counties Hldgs	170	12.5	—	—	—	—
Mar Oct	Independent	240	10.3	♦Q22%	1.4	3.2	20.7
Jan. July	Intl. Thomson	525	6.12	17.5c	2.9	3.2	13.7
Oct Apr	♦Metal Bulletin 10p	98	10.3	♦4.0	1.8	5.7	13.6
—	♦Masterlin 20p	121	—	—	1.8	2.8	13
Apr Nov	News Int. Spec. Div.	£13¼	1.4	♦10.59	3.7	1.1	—
May Oct	Octopus Pub. 10p	550	14.4	6.75	4.2	1.7	19.5
Jul. Dec.	Portsm'th & Sund.	116	2.6	4.0	♦	4.9	♦
Oct Apr	Trinity Int Hld 50p	408	1.4	15.0	2.2	5.2	10.6
Nov. June	Utd. Newspapers	575	28.4	16.0	1.5	6.0	14.6

PAPER, PRINTING, ADVERTISING

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
—	♦ATA Selection 5p	54	28.4	L3.5	2.5	3.9	14.5
—	Abbott Mid Vickers 5p	235	10.3	L2.8	3.7	1.7	22.6
—	Add. Page Chat St 5p	130	1.4	2.1	♦	2.5	♦
July	Aldcom Int. 10p	52	14.4	1.1	2.3	3.0	17.5
October	♦Aspen Comms. 5p	298	14.4	2.8	3.4	1.4	30.2
July Feb	Assoc. Paper	229	2.6	♦6.0	2.6	3.7	13.7
—	Ault & Wiborg	39	7/83	—	—	—	—
Nov June	Barkers Group 2½p	153	12.5	2.0	4.1	1.8	18.6
Nov May	Bemrose	175	14.4	5.0	♦	4.0	♦
June Nov	Bowe Massimi 12½p	285	28.4	4.5	3.9	2.2	16.2
Jan July	BPCC	270	12.5	12.0	♦	6.3	♦
Jan Sept	Brunning Grp	164	9.12	4.9	1.2	4.2	29.0
Jan Sept	Do. Restric. Vtg	160	9.12	4.9	2.6	4.3	28.3
Nov July	Buzzl	280	28.4	h3.33	2.6	2.3	21.0
Feb July	Carlton Comm	878	2.6	♦6.0	5.8	0.9	23.7
Jan July	Chapman Inds. 50p	213	23.12	8.4	♦	5.7	♦
	For Chetwynd Street see Add. Page Chat St						
Nov June	Clondalkin Group	350	3.12	♦50.15%	♦	3.3	♦
October	Conrad Hldgs	66	28.4	1.35	0.7	7.5	25.5
—	♦C.P.M. 5p	120	2.6	L1.75	3.9	2.1	17.7
—	♦Cowells	97	14.4	L2.0	♦	3.8	♦
January	Cradley Print 10p	57	28.10	d1.5	3.3	3.7	11.2
July	♦Craton Lodge 1p	108	2.6	♦1.85	2.6	2.6	21.1
Jan Aug	Cropper (James)	285	23.12	2.25	9.3	1.1	9.8
June Oct	♦Crown Intl Prod 10p	80	10.3	5.5	1.0	9.3	(15.6)
Nov. July	DRG	282	1.4	8.25	2.6	4.1	11.4
—	Davidson Pearce 10p	165	1.4	1.25	4.2	2.1	16.8
Nov July	Delyn Pack 20p	110	2.6	3.0	♦	3.2	♦
July	Eucalyptus	450	2.6	4.9	8.3	1.5	8.1
—	♦FKB Group 5p	292	—	1.75	3.2	1.1	41.5
Jan July	Ferguson Ind.	268	2.6	7.9	♦	4.2	♦
May Nov	Ferry Pick 10p	178	14.4	♦h2.73	2.9	2.2	22.5
Oct May	Fitch & Co. 10p	425	28.4	6.1	3.1	2.0	22.8
Jan	Geers Gross 10p	74	12.5	3.0	1.1	5.7	20.9
—	♦Gibbon Lyons 10p	88	13.1	bd3.52	1.6	6.2	14.6
—	Gold Greenless T 5p	210	—	R2.9	3.2	1.9	22.9
—	♦Goodhead Print 20p	137	24.2	L3.0	2.4	3.6	13.8
Oct May	Good Relations 10p	155	10.3	4.9	1.2	4.5	25.5
July	♦Hoggett Bowers 5p	126	13.1	♦t1.5	2.0	1.7	41.5
—	♦Holmes Marchant 10p	658	24.2	1.5	4.5	0.8	41.1
July Feb	♦Horne (Robert) 20p	185	13.1	3.25	4.8	2.5	11.8
July Feb	Do. NonVot'A'	165	13.1	3.25	4.8	2.8	10.5
—	♦Hunterprint	250	24.2	t6.25	4.2	3.5	9.5
My Aug Nov F	JWT Gp Inc $0.10	£24¼	14.5	$1.12	—	3.1	—
—	Jarvis Porter 10p	137	—	R3.3	2.6	3.4	15.8
July Mar	♦KLP Group 5p	315	24.2	g3.0	6.0	1.9	17.4
—	Klearfold Inc $0.01	108	—	b4.7c	3.0	3.2	10.4
June	LCA Hldgs 20p	135	14.4	2.9	4.1	2.3	14.5
May Nov	Lowe H-S & B 10p	480	14.4	6.0	♦	2.1	♦
July Feb.	McCorquodale	208	23.12	♦5.7	1.8	4.1	(6.1)
—	♦Macbell (J.) Des 2½p	78	23.12	1.0	3.6	1.8	29.5
—	♦Millward Brown 10p	185	—	R2.5	3.5	1.9	21.3
—	♦Moorgate Group 5p	137	14.4	R2.0	5.2	2.1	26.2
July Jan	More O'Ferr. 10p	120	12.5	4.0	1.8	4.7	16.3
—	♦Moss Advertising 5p	102	—	R2.45	3.0	3.4	14.0
Feb Oct	Norton Opax 10p	135	9.12	M3.5	2.4	3.7	16.8
Fb My Ag Nv	Ogilvy Group $1	£22⅝	12.5	Q80c	—	2.5	—
—	Olives Paper 20p	43	7/83	—	—	—	—
—	♦Osborne & Little 5p	233	9.12	3.0	♦	1.8	♦
Jan Sept	♦Oyez Communications	57	29.7	♦1.25	2.5	‡	17.9
May Nov	♦Peters (Michael)	170	14.4	2.6	2.7	2.2	23.9
Apr. Sept.	Saatchi 10p	766	6.5	♦14.0	2.4	2.6	19.4
Oct. Apr	Do. 6.3pcCvPrf£1	122	10.3	6.3%	—	7.3	—
—	St Ives 10p	880	28.4	♦9.0	2.8	1.6	35.1
Mr Je Sp Dc	Scott Paper	£38⅛	19.2	Q$1.12	—	2.0	—
—	♦Shandwick 2p	305	28.4	u3.68	2.2	1.7	37.9
Feb Oct	Smith (David S.) 20p	247	27.1	t4.0	2.2	2.3	26.9
Dec July	Smurfit (Jefferson)	167	2.6	Q20.2%	♦	2.8	♦
—	♦Spafax Television	114	—	2.0	3.3	2.4	16.9
—	♦Sterling Publish. 5p	88	—	2.0	♦	3.3	♦
—	♦TMD Advertising	125	—	u1.65	3.3	1.9	22.6
Jan Aug	♦Thorpac Group 5p	73	25.11	u2.0	1.1	3.9	33.7
March	♦Trade Promotion 10p	155	10.2	♦3.8	2.3	3.5	17.8
July Dec	Usher Walker 10p	203	12.5	7.3	2.9	5.1	9.7
July	Valla Pollen Int 5p	178	13.1	♦h1.0	6.2	0.8	(21.3)
Jan July	WPP Group 10p	585	28.4	2.64	♦2.3	0.7	83.9
—	Wace Group 20p	54	5/81	—	—	—	10.8
Dec July	Waddington (J.)	795	9.12	♦24.0	2.0	4.3	(14.0)
Nov April	Watmoughs	267	1.4	6.5	2.2	3.4	15.1
October	Wight Collins RS 10p	490	23.12	M4.25	4.6	1.2	39.1
—	♦Yellowhammer 5p	142	23.12	R1.6	1.4	1.6	21.8

PROPERTY

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
December	Abaco Invs 5p	51	24.2	♦0.14	3.6	0.4	77.4
Jan July	Allied London 10p	76	28.4	♦h1.4	2.9	2.6	16.9
Mar Oct	Apex. Props. 10p	88	10.2	♦2.0	2.0	3.5	(14.5)
—	Asda Property 20p	340	2.6	5.0	2.5	1.2	42.4
—	♦Austmark Int	10	—	—	—	—	—
June	Belgrave Hldgs	108	3/85	—	—	—	—
—	♦Berkeley&Hay Hill	12½	—	—	—	—	20.7
Nov. July	Bilton (Percy)	270	12.5	11.98	♦	6.2	♦
Dec. Aug.	Bradford Prop.	560	11.11	10.8	♦	2.7	♦
Feb. Aug.	British Land	180	23.12	t2.5	3.5	2.0	17.1
July Nov.	Brixton Estate	159	2.6	5.65	1.3	5.0	18.6
—	♦Brookmount	260	—	83.5	4.4	1.9	16.9
—	♦Burnd Secs.	17	—	—	—	—	—
—	Caird (A.)	42	5/83	—	—	—	♦
	For Caparo Props see Egerton Trust						
Jan Oct	Capital & Counties	290	10.3	u6.0	1.7	3.7	20.5
January	Do.8½pcLn 1999-04	£122	14.4	Q8½%	—	(6.9)	—
Feb. Aug.	Cardiff Prop 20p	245	27.1	1.8	0.4	1.0	—
Apr. Oct.	Centrovincial 20p	195	24.2	6.0	1.7	4.3	17.1
July Dec	Chesterfield	485	2.6	12.0	♦	3.5	♦
Jan Aug	City Site Estates	160	23.12	0.82	10.2	0.7	16.9
May Nov	CALA 50p	860	1.4	t18.0	3.7	2.9	12.7
July Nov	Clarke Nickolls	178	12.5	6.3	1.0	5.2	25.9
—	♦Clayform Props. 5p	273	2.6	t7.5	♦	3.9	♦
September	Compco Hldgs 20p	435	1.7	5.2	3.7	17.0	(1.7)
May Nov	Connells Est Agts 5p	230	12.5	g4.2	2.6	2.6	22.4
September	♦Cons Tern Inv 20p	55	24.2	u5.0	2.0	12.8	5.5
March	Control Secs. 10p	17	28.1	1.58	—	13.0	—
Apr. Oct.	C'ntry New T. 10p	122	23.12	1.9	♦	2.2	♦
Apr Oct	County Props 'B' 10p	150	24.2	3.5	9.0	3.3	4.7
July Nov	Cussins Prop. Grp.	240	28.4	6.0	2.8	3.5	12.2
Mar. Sept.	Daejan (Hldgs)	655	10.2	13.0	4.0	2.8	12.6
Nov June	Dares Estates 5p	18½	1.10	—	—	—	—
—	♦Dencora	116	2.6	u2.0	2.8	2.4	(17.0)
November	Derwent Valley £1	£60½	14.4	85.0	0.3	2.0	—
—	Dwyer	65	5/80	—	—	—	—
Apr Oct	Edinburgh Hldgs 10p	22½	12.5	0.2	0.7	1.3	—
July Nov	Egerton Trust	114	2.6	0.2	4.2	0.2	(14.4)
July	Ests. & Agency	157	1.7	3.0	0.5	2.7	—
May Nov	Ests. & Gen. 20p	118	14.4	2.5	2.0	3.2	17.8
Apr Nov	Ests. Prop. Inv	165	27.1	t8.25	1.3	7.0	(13.6)
April	Do. 10½pcCnvLn '94	£117	2.9	Q10½%	—	(9.4)	—
Jan. Aug.	Evans of Leeds	105	9.12	♦3.37	2.4	4.5	13.0
Oct Mar	Ewart New Nth	155	24.2	1.5	0.9	1.4	—
—	Fine Oaks Invs 5p	62	12/86	n—	—	—	8.6
Apr Oct	Frogmore Est 50p	194	1.4	♦6.92	2.3	5.0	12.1
July Nov	Gable Hse Prop 5p	287	28.4	♦12.88	2.9	2.0	21.4
June	Do. 10½pc Cnv '95-99	£258	2.6	Q10½%	—	(4.9)	—
October	♦Gelbert Hse Inv. 10p	15	12.8	0.5	0.9	4.7	(33.9)
July	♦Grainger Trust	405	9.12	6.5	4.1	2.3	15.2
Feb. Sept	Gt. Portland 50p	184	25.11	6.6	♦	5.2	♦
—	Green Property Ir25p	97	10.3	L013.6%	3.5	3.0	21.9
Jan Sept	Greycoat 10p	254	7.4	M2.2	3.4	1.2	34.5
Apr Oct	Grosvenor Sq Prop 10p	92	24.2	♦6.0	0.7	9.2	(19.0)
June Nov	Hammerson 'A'	445	28.4	9.5	1.5	3.0	(27.7)

PROPERTY—Continued

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
Jan Oct	Hampton Trust 5p	35½	23.12	0.7	—	2.8	—
Jan Oct	Hanover Inv Hldgs 10p	220	21.11	3.5	♦	2.3	♦
June Jan	Hardanger Prop 10p	320	9.12	♦9.8	2.6	4.4	11.8
Feb. Oct.	Haslemere 10p	635	23.12	♦9.6	1.4	2.1	40.9
Jul Nov	HK Land	48	12.10	Q15c	♦	2.7	♦
May Oct	Hedge Prop London 5p	360	14.10	9.0	♦	3.6	♦
Apr. Oct	Henry Property	295	24.2	t5.3	1.5	2.5	35.6
Mr Je Sp Dc	Hot Inc Ppty $0.01	898	13.5	Q88c	—	6.7	—
October	Jermyn Invest	165	12.8	a2.18	♦	1.9	♦
—	Kay City Prop.	38	—	—	—	—	—
May Nov	Laing Properties	317	1.4	7.0	2.4	3.1	16.0
June Dec	Do. 8½pcLn 2000-05	£144	2.6	Q8½%	9.5	(6.2)	—
May Oct	Land Investors	75	10.3	♦1.2	1.5	2.3	42.3
Dec. July	Land Securities £1	337	2.6	9.8	1.5	4.4	21.2
Oct. Mar.	♦Lend Lease 50c	406	12.9	♦Q60%	1.8	3.6	15.6
Jan. July	Land & Edinburgh 10p	740	2.6	7.5	3.9	1.4	22.9
June Oct	Do. 6½pc Cv Pf	237	2.6	6½%	—	3.9	—
Dec. June	Lon. Prov. Shp. 10p	250	14.4	14.6	2.0	2.6	(22.1)
—	London Securities	4	—	—	—	—	—
Apr Nov	Lon. Shop Prop	151	10.3	t5.32	1.6	5.0	18.2
Apr. Oct.	Do. 9pc Cnv '94-99	£154	14.4	Q9%	10.7	(5.9)	—
Apr Oct	Do 9.25pcCvLn '9904	£111	—	Q9¼%	—	(8.4)	—
Jan July	Lynton Hldgs. 20p	325	9.12	t6.05	1.0	2.6	49.7
Dec. June	MEPC	343	2.6	t10.5	1.3	4.3	22.8
—	Mann & Co 20p	340	24.2	♦4.35	3.1	1.4	31.4
May Nov	Markheath	47	10.2	♦2.15	—	2	—
May	Marlborough 5p	71½	28.4	0.6	2.6	1.2	(56.8)
October	Marler Estates	425	14.10	3.0	3.1	1.0	39.1
January	♦Mayfair City Props	115	10.2	♦2.7	2.3	3.3	16.9
Dec July	McInerney 10p	100	11.11	5.0	♦	7.3	♦
Dec July	McKay Secs 20p	112	27.1	t3.4	2.1	4.3	16.2
—	Merivale Moore 5p	188	14.4	t2.5	4.0	2.0	17.8
Apr Oct	Mountleigh	880	24.2	h10.0	6.7	1.6	12.9
Mar Aug	Mountview Est. 5p	780	27.1	4.5	10.7	0.9	14.6
Jan July	Muckiow (A. & J.)	99	12.5	♦5.05	1.2	7.2	14.9
December	New Cavendish 5p	75	1.7	1.2	1.3	2.3	43.4
June	New England Prop 5p	18	26.3	—	—	—	—
September	Parkdale Hldgs. 10p	54	27.1	t1.5	2.2	3.9	22.9
May Nov	Peachey	243	10.3	8.0	2.5	4.3	13.1
March May	Peel Hldgs	550	24.2	4d8.75	2.0	2.2	(30.5)
—	Phoenix Prop. and Fin.	79	—	—	—	—	♦
—	Priest Marians £1	£17½	10.2	—	—	—	—
Jan. July	Prop. Hldg. & Inv.	129	23.12	2.95	♦	3.3	♦
Jan. Aug.	Prop. Partnership	325	9.12	t10.2	3.7	2.3	25.4
Jan. July	Prop. & Reversion'y	216	9.12	4.5	♦	3.0	♦
Apr. Oct.	Prop. Sec. Inv 50p	118	27.1	M2.5	2.0	3.0	25.5
—	♦Property Tst 10p	3	—	—	—	—	—
November	Ragian Prop 1p	10¼	16.9	0.09	0.06	1.2	—
Jan July	Regalian	570	25.11	4.0	♦	1.0	♦
April Sept	Regentcrest 10p	31	11.11	♦d1.5	0.1	6.8	—
September	♦Rhodn (ID&S) 5p	160	1.10	0.1	—	0.1	—
May Oct	Rohan Group Ir0.10p	138	14.4	Q73.8%	1.6	5.2	18.5
January	Rosehaugh 20p	575	12.5	0.78	5.7	0.2	—
Jan July	Rush & Tompkins	253	2.6	28.45	2.1	4.7	12.8
—	St Modwen Props 10p	17½	—	—	—	—	—
Jan June	Samuel Props	258	12.5	♦45.85	1.1	3.2	39.2
May	Scarbrook Holding NV	£30½	22.5	Q$1.00	1.5	2.7	25.2
Aug. Jan.	Scot. Metrop. 20p	91	28.10	♦4.0	1.1	6.3	20.5
—	Sheafbank Prop	25	1/73	—	—	—	—
October	♦Sheraton Secs. 10p	48	10.2	0.75	♦	2.2	♦
Oct. May	Slough Ests	170	14.4	5.5	1.8	4.6	16.9
June Dec	Do.10pc Cv '87-90	£370	2.6	Q10%	x	(2.7)	—
June Dec.	Do. 8pc Cnv. 91-94	£360	2.6	Q8%	20.4	(5.0)	—
June Dec	Do. 12½pcLn 2009	£115½	12.5	Q12½%	10.7	10.6	—
July Jan	Do. 11¼pc 2019	£108	12.5	Q11¼%	35.0	10.1	—
August	Southend Stadium 5p	142	17.6	0.55	2.6	0.6	90.1
June Dec	Speyhawk	440	23.12	♦9.52	2.1	3.0	21.7
Feb. Aug.	Standard Secs	172	27.1	4.05	2.2	3.3	19.5
—	Stewart Nairn Grp	14	7/80	—	—	—	♦
Mar Oct	Stock Conversion	680	23.12	♦17.5	3.7	1.6	22.9
—	Stockley	89	—	—	—	—	♦
October	Tops Estates 10p	408	12.8	0.63	0.9	0.2	—
Apr. Oct.	Do. 7½pc Cnv. 2014	£370	24.2	Q7½%	—	(2.0)	—
December	Town Centre	55	12.5	1.0	2.0	2.6	27.4
December	♦Towngrade Secs 20p	45	27.1	♦1.0	3.7	3.1	9.9
Apr. Nov.	Trafford Park	235	1.4	♦11.5	1.3	6.9	15.2
April	♦Trencherwood 10p	355	10.3	t5.2	4.0	2.1	17.0
April	Trust of Prop. 5p	62	24.2	0.5	1.1	1.1	—
—	UK Land	136	—	—	—	—	—
Nov. April	Utd. Real Prop	640	24.2	12.0	2.0	2.6	27.3
October	Walker (Alfred) 10p	120	16.9	0.75	0.8	0.9	—
Mar July	Warner Estate	870	2.6	t18.0	1.2	2.9	39.5
Apr. Oct.	Warnford Inv. 20p	540	24.2	17.0	♦	4.5	♦
April	Wates City of Lon.	142	10.3	2.31	1.2	2.3	(47.1)
Sep. May	Wereldhave DFL20	£46½	9.5	Q53.6%	1.1	6.4	14.6
Mar. Oct.	West & Country	175	1.4	8.0	2.3	6.6	8.0
Oct July	♦Wingate Prop Inv	115	12.5	1.87	♦	2.3	♦
Aug Nov	♦York Mount	70	2.6	♦5.0	0.6	‡	(28.7)

SHIPPING

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
Dec. Aug.	Brit & Comm. 10p	287	2.6	5.0	3.1	2.5	18.7
Oct. May	Fisher (J.)	57	12.5	3.3	♦	8.2	♦
—	Gotaas-Larsen $1	£18	14.4	Q20c	—	0.8	—
Sept Dec	Graig Ship £1	498	11.11	12.5	3.6	3.6	10.6
May Oct.	Jacobs (J. I.) 20p	76	1.4	3.6	0.6	6.7	(41.2)
—	Lon. O'Seas Frtrs	4	8/81	—	—	—	—
—	Do. Pfd. Ord. 1p	½	—	—	—	—	—
—	Lyle Shipping	5	11/83	8—	—	—	—
—	Do Pfd Ord 5p	4	—	—	—	—	—
—	Mersey Dk. Units	37	—	—	—	—	♦
—	Milford Docks £1	72	7/83	—	—	—	—
June Nov	Ocean Transport	196	14.4	6.5	♦2.3	4.7	11.5
May Nov	P & O Defd £1	528	1.4	16.0	1.9	4.3	14.8
July	Do. 6.7pc Gav Rd Pf	145	12.5	6.3%	—	6.1	—
Jan. July	Runciman (W.)	103	2.6	5.0	1.4	6.8	14.2
Mar Jun Se Dec	Sea Containers $0.01	£16	28.8	Q42c	5.9	1.8	9.4
Feb June	Turnbull Scott £1	378	27.1	9.0	—	3.4	—

SHOES AND LEATHER

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
Jan May	FII Group	325	10.3	♦6.25	4.6	2.7	9.6
June Oct	Garnar Booth	164	2.6	10.0	1.7	8.6	9.8
Dec. June	Headlam, Sims 5p	44	26.11	0.9	♦	—	♦
May Oct	Lambert Hth. 20p	198	14.4	5.75	3.4	4.3	7.6
Mar Oct	Newbold & Burton	76	10.3	3.08	1.1	5.8	22.5
Jan. May	Pittard Grp.	110	1.4	3.72	3.5	4.8	7.6
Nov Apr	Strong & Fisher	144	1.4	17.5	2.6	7.3	5.7
October	Stylo	215	12.8	4.5	—	3.0	—

SOUTH AFRICANS

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
Oct Apr	Abercom R0.30	38	24.2	Q12c	—	10.4	—
Oct May	Anglo Am. Ind. R1	680	1.4	Q180c	♦	7.8	♦
Jan. July	Barlow Rand R.10c	240	9.12	Q70c	2.3	7.4	5.7
Sept Mar	Gold Flds. P. 2½c	60	27.1	♦Q24c	2.0	10.4	4.8
Apr Nov	New Klew Prs R0.25	50	24.2	♦Q15c	2.4	7.8	5.3
Dec. July	OK Bazaars 50c	208	12.5	Q60c	♦	8.2	♦
—	♦SASOL R1	95	1.10	Q39c	2.4	11.3	3.7
Dec. July	SA Brews 20c	130	2.6	Q37c	♦	7.4	♦
May Nov.	Tiger Oats R1	£15	2.6	♦Q230c	2.9	4.0	8.6
Feb Aug	Tongaat-Hulett R1	110	23.12	Q12c	♦	2.9	♦

TEXTILES

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
Oct. Apr.	Allied Textile	260	16.4	h6.5	2.4	3.5	16.4
Jan. Aug.	Atkins Bros.	285	9.12	7.0	♦	4.9	♦
Feb. Sept.	Beales (J.) 20p	125	27.1	♦4.0	2.9	4.5	(8.3)
Jan May	Beckman A. 10p	94	14.4	5.73	1.5	8.6	11.0
May Nov.	Brit. Mohair	129	28.4	6.0	2.6	6.6	8.1
Jan. July	Bulmer & Lumb 20p	91	25.11	5.0	♦	8.8	♦
April	Burmantex 10p	158	24.2	5.75	2.3	5.1	11.9
	For Coats Patons see Coats Viyella, Stores						
Oct. May	Corah	67	10.3	4.0	0.7	8.3	(27.0)
Jan. July	Courtaulds	264	2.6	6.5	3.6	3.4	8.8
Mar. Sept.	Do. 7pcDeb 82-87	£97	10.2	Q7%	♦	e12.2	—
August	Crowther (J.)	147	14.4	u3.25	2.9	3.1	11.9
Feb. Sept.	Dawson Intl	232	9.12	♦6.2	2.4	3.8	14.8
—	Debron Invs. 50p	50	4/80	—	—	—	—
March Oct	Don Bros Buist	170	24.2	♦8.0	5.7	2.5	8.4
Nov. July	Early's of Witney 10p	87	2.6	1.32	1.9	2.1	34.2
Jan. July	Foster (John)	68	2.6	3.5	♦	7.2	♦
May Nov	Gaskell B'loom 20p	102	12.5	5.0	♦	6.5	♦
—	Glen Abbey	71	4/82	20.8%	—	9.9	—
Apr. Nov.	Hicking Pentecost	48	2/83	—	—	—	—
Jan Aug	Ingworth M. 20p	118	9.12	♦h0.91	9.7	1.1	10.0
Jan Aug	Ingram (H.) 10p	168	23.12	♦2.5	2.6	2.2	20.7
Nov. May	Jerome (Hldgs.)	71	14.4	u3.0	3.1	6.0	6.8
July	K'ngsly & F'restr 20p	58	28.10	3.0	♦	7.7	♦
Jan. Dec	Lamont Hldgs 10p	163	2.6	4.5	3.0	3.9	10.5
Jan. July	Leeds Grp	164	2.6	♦6.21	3.0	4.4	10.9
January	Lister	75	9.12	0.25	10.9	0.5	21.5
—	Lowe (Robert H.)	74	3/83	—	—	—	8.5
Jan. July	Lyles (S.) 20p	81	28.4	♦5.5	0.9	9.6	16.9
May Nov	Mackay Hugh	95	1.4	4.6	1.5	7.0	12.0
—	Munton Bros 10p	17	6/84	—	—	—	—
—	Palma Group	38	12.5	d2.0	0.4	7.4	—
July Jan	♦Pantherella	145	2.6	3.7	♦	3.2	♦
Jan. July	Parkland 'A'	130	2.6	4.0	♦	4.9	♦
Jan. July	Readicut 5p	37	2.6	1.63	♦	6.2	♦
Dec. Feb.	Richards 10p	53	27.1	♦1.6	2.7	4.3	11.2
Mar. Oct.	SEET 20p	124	27.1	♦5.1	4.5	5.6	5.4
January	Sekers Int. 10p	130	9.12	♦2.0	3.0	2.2	21.8
Feb. Aug.	Shaw Carpets 10p	24	15.7	♦2.5	0.3	14.7	—
Jan. May	Sirdar	145	1.4	♦4.12	3.3	4.0	10.4
Jan July	Smallshaw (R.) 10p	67	28.4	2.75	♦	5.8	♦
—	Stoddard 'A' 10p	24	2/80	—	—	—	—
Mar. Sept	Do.10pc Cum Prf	240	10.2	10%	—	5.9	—
Mar. Sept	Stroud Riley Dr'd	108	27.1	♦2.25	2.7	2.9	(13.9)
—	Sumner (F.) 5p	15½	8/81	—	—	—	—
May Oct.	Sunbeam Wolsey	120	1.4	♦a22.9%	♦	4.4	♦
Mar. Sept.	Text'rd Jrsy. 10p	182	10.2	t5.0	2.6	3.9	14.1
February	Tomkinsons	182	2.6	♦h3.0	4.0	2.3	14.5
Jan July	Tootal	97	12.5	4.0	♦	5.8	♦
Dec July	Toray Y50	218	10.12	Q11½%	2.1	1.0	46.2
June Dec	Yorkshire 10p	330	2.6	7.0	♦	3.0	♦
—	Yorgal	18	9/77	—	—	—	—

TOBACCOS

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
July Nov	BAT Inds.	372	1.4	12.1	3.0	4.6	8.1
June Dec	Do. 12¼pcLn 2003-08	£117	14.4	Q12¼%	20.5	(10.5)	—
Oct Apr	Imperial	342	10.3	♦H12.0	1.9	4.9	18.5
Jan Oct	Rothmans 12½p	146	23.12	6.4	2.0	6.2	11.4

TRUSTS, FINANCE, LAND

Investment Trusts

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's
Oct Feb	Alisa Inv.	114	10.2	2.2	1.4	2.7
Oct. Apr.	Alliance Trust	756	10.3	20.75	1.0	3.9
Dec July	Altifund Inc.	68	28.10	10.0	♦	26.1
Dec July	Do. Capital	648	28.10	0.43	1.0	0.1
Dec Sept	Alva Investment Trust	182	25.11	♦2.9	1.0	‡
Dec July	Ambrose Inv. Inc.	68	12.5	9.75	♦	20.2
—	Do. Cap.	340	—	—	—	—
Oct. May	American Trust	132	1.4	3.1	1.3	3.3
—	American Tst. 'B'	131	—	—	—	—
Aug Apr	Anglo Am. Secs	342	10.3	6.2	♦	2.6
Aug. Feb.	Archimedes Inc.	138	23.12	♦10.15	1.0	10.7
—	Do. Cap. 50p	152	—	—	—	—
Dec. June	♦Argo Inv (A$1)	143	5.11	Q12%	1.1	4.0
Aug. Mar.	Ashdown Inv.	178	10.2	♦3.1	1.0	2.5
October	Atlantic Assets	104	16.9	0.55	1.4	0.7
November	Baillie Gifford Japan	392	14.10	0.6	1.2	0.2
—	Baillie Gifford Sh Nip	64	10.3	20.45	—	1.0
—	Baillie Gifford Tech	70	12.5	1.5	♦	3.0
June	Bankers' Inv.	112	14.4	2.75	1.0	3.5
My Ag Nv Fb	Berry Trust	237	11.11	t1.05	1.2	0.6
December	British Assets	58½	12.5	♦1.9	0.9	4.6
Ap Jy Oc Ja	Do. 6pcCvULS 1995	£101	24.2	Q6%	—	(6.0)
March	Brit. Emp. Secs. 10p	48	28.4	0.9	1.4	1.8
May Dec	Brit. Invest	418	12.5	15.2	♦	5.1
Jan July	Brunner Inv	95	10.2	2.2	1.0	3.3
July Apr	Caledonia Invs. 5p	268	11.11	5.0	♦	2.7
Jan. Aug	Cambrian and Gen.	131	2.6	g0.85	1.2	1.1
Jan July	Do. Cap 7½p	232	—	—	—	—
Apr Oct	Camellia Invs. 10p	£19½	1.4	12.0	2.1	0.9
April	Chart'l Is. Inc. £1	170	10.3	Q57½%	1.0	33.8
—	Do. Cap.	850	3/68	—	—	—
—	Child Health £1	345	—	—	—	—
—	China & East Inv $0.50	55	—	—	—	—
—	Do. Warrants	17	—	—	—	—
Mar. Sept.	City & Com. Inc.	47	10.3	4.5	1.0	13.5
—	Do. Cap. (£1)	743	—	—	—	—
—	City & Foreign Inv.	128	10.3	♦1.0	0.7	1.1
Dec June	City of Oxford	273	12.5	8.0	♦	4.1
July	Cons. Venture Tst. 10p	112	28.4	0.1	—	0.1
—	Do. 100 Warrants	30	—	—	—	—
—	Do. 120 Warrants	26	—	—	—	—
—	Contl Assets Tst 75p	95	—	—	—	—
—	Do. Warrants	43	—	—	—	—
Feb. Aug.	Continental & Ind	827	23.12	M21.0	1.0	3.6
April	Crescent Japan 50p	281	24.2	0.35	1.2	0.2
—	Cystic Fibrosis £1	528	—	—	—	—
Feb. Aug.	Danae (Inc.)	74	13.1	♦4.9	1.0	9.3
—	Do. (Cap) 2p	19	—	—	—	—
Aug. Feb.	Derby Tst. Inc.	145	27.1	8.37	1.0	8.1
—	Do. Cap. 10p	127	—	—	—	—
May Dec.	Drayton Cons	328	12.5	♦10.0	1.0	4.3
Apr. Aug	Drayton Far East	174	24.2	1.1	0.8	0.9
—	Do. Warrants '82-91	85	—	—	—	—

INVESTMENT TRUSTS—Cont.

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's
April	Drayton Japan	655	24.2	1.0	1.3	0.2
Sept Apr	Drayton Premier	518	29.7	♦H18.0	1.0	5.1
Nov. May	Dualvest Inc. 50p	62	12.5	12.13	1.0	27.5
—	Do. Capital £1	£14½	—	—	—	—
Jan. July	Dundee & London	198	23.12	5.4	0.7	3.8
April	Edinburgh Am. Tst.	188	10.3	♦h0.45	1.5	0.6
Mar Oct	Edinburgh Fin Tst	39	1.4	1.0	1.9	3.6
Dec July	Edinburgh Inv.	142	12.5	3.3	1.0	3.3
—	Edinburgh Inv in Wrts	47½	—	—	—	—
Jan. July	Electra Inv. Tst.	147	9.12	4.1	♦	4.0
Feb. Aug.	Elect. & Gen	353	23.12	t3.6	1.2	1.4
April	Energy Res. & Serv. 5$	350	10.3	Q15c	♦	2.9
April	Eng & Dutch Inv (PtG)	£35	1.4	♦Q47%	0.9	3.6
Dec July	Eng. & Intnl. Tst.	149	11.11	3.85	♦	3.7
—	Do. Warrants	76	—	—	—	—
	For English & NY Tst see Kleinwort O'seas Tst					
Oct Apr	Eng. & Scot. Inv	98	10.3	1.4	1.2	2.2
Jan May	Ensign Trust	154	1.4	11.7	1.0	1.6
—	Do. B	153	—	—	—	—
Jan. Aug.	Equity Consort £1	327	9.12	M11.55	1.2	5.0
August	Do. Dfd. 50p	545	16.7	M14.7	1.1	3.8
Sept May	European Assets DFl1	387	14.4	♦Q10%	♦	1.4
Jan July	F & C Alliance Inv	185	23.12	1.89	♦	2.5
October	F & C Eurotrust	239	16.9	1.7	1.2	1.0
Nov May	F & C Pacific Inv. T.	192	14.4	u1.50	1.8	1.1
May Nov.	Family Inv. Tst.	278	10.3	8.25	1.0	4.2
Jan Aug	Fashion & Gen.	398	9.12	t15.8	1.0	5.7
July	First Charlotte Assets	8½	12.5	0.05	♦	0.8
Apr Oct	First Scot. Am.	316	10.3	10.0	1.0	4.5
—	Fledgeling Japan Ic	67	1.4	—	—	—
—	Do. Warrants	18	—	—	—	—
Apr. Aug.	Fleming American	325	10.2	5.25	1.2	1.4
June Dec	Do 7pc CvUnLn 1999	£132	2.6	Q7%	—	(5.4)
Mar. Sept.	Fleming Claverhouse	149	27.1	5.07	1.0	4.2
Apr Oct	Fleming Enterprise	324	10.2	18.5	1.0	3.7
Dec July	Fleming Far Eastern	116	12.5	1.0	♦	1.2
Apr Sept	Fleming Fledgeling	133	10.2	2.5	1.0	2.6
Apr. Nov.	Fleming Japanese	486	1.4	4.0	1.0	0.8
Oct May	Fleming Mercantile	150	10.3	3.6	1.1	3.4
Feb Aug	Fleming Overseas Tst	137	23.12	2.75	1.1	2.8
Feb. Sept.	Fleming Tech. Inv.	151	27.1	2.3	1.0	2.1
Nov. July	Fleming Universal	398	2.6	6.0	♦	2.2
Oct Apr	Foreign & Col	86	10.3	1.47	1.0	2.4
July Dec	Fulcrum Inc.	69	9.12	5.6	1.0	11.8
—	Do. Cap. 2½p	7	—	—	—	—
May Nov.	Fundinvest Inc.	46	12.5	h5.39	1.0	18.8
—	Do. Cap.	364	—	—	—	—
June Dec	GBC Capital	98	20.5	Q2.8c	1.3	2.0
—	Do. Warrants	37	—	—	—	—
Jan July	GT Global Rec £1	164	9.12	2.5	♦	2.2
Oct. Mar.	GT Japan	171	10.2	1.4	1.0	1.2
Jan. July	Gartmore American	131	2.6	1.3	♦	1.4
Apr Nov	Gartmore Int.& F. Tst.	53½	24.2	1.1	0.7	2.9
—	Do. Warrants	12	—	—	—	—
Aug Mar	Gen Consolidated	310	24.2	11.1	1.0	5.0
Sept. Apr	General Funds 5p	164	24.2	2.0	1.0	1.7
—	Do. Conv. 2p	148	—	—	—	—
—	German Securities	100	—	—	—	—
—	German Small Inv 50p	135	2.6	1.1	♦	1.1
Mar. Aug.	Glasgow St'hlds.	130	24.2	2.3	1.1	2.5
Jan July	Globe Inv.	347	25.11	11.0	♦	4.6
Jan July	Govett Atlantic	134	12.5	2.8	1.1	2.9
Jan July	Govett Enterprise 12½p	187	12.5	♦3.15	1.1	2.2
July Dec	Govett Oriental Inv	183	12.5	2.33	1.0	1.8
June Jan	Govett Strtgc Inv 10p	216	28.4	3.6	1.0	2.4
March	Greenfriar Inv	327	11.2	1.7	1.1	1.0
Dec Aug	Gresham House	220	11.11	4.4	1.8	2.8
Oct Apr	Group Investors	255	24.2	♦4.8	1.1	2.7
Jan Aug	Hambros Inv Tst	185	11.11	4.5	♦	3.5
—	Do. Warrants	41	—	—	—	—
July Dec	Hill (Philip)	272	28.10	10.8	♦	5.8
September	Independent Inv.	228	12.8	0.5	1.9	0.3
Apr Oct	Inv. in Success	440	1.4	5.74	1.2	1.2
Oct Mar	Investors Capital	272	12.5	u7.2	1.0	3.7
December	Japan Assets 10p	56	2.6	0.05	5.7	1.3
—	Do. Warrants	22½	—	—	—	—
June Dec	Do. 4½pc Cv Ln 1994	£187	2.6	Q4½%	—	(4.3)
Dec July	Jersey Gen. £1	315	2.6	Q14½%	♦	4.6
Nov Apr	Jos Holdings	160	24.2	t3.7	1.0	3.3
May Nov	Jove Inv. Inc. 10p	76	1.4	5.35	1.0	9.9
—	Do. Cap. 2p	32	—	—	—	—
Jan July	Keystone Inv. 50p	580	12.5	10.0	1.0	2.8
July Apr	Kleinwort Charter	93	10.2	2.32	1.0	3.5
Oct. April	Kleinwort O'seas Tst	122	24.2	2.5	1.0	2.8
July Mar	Lancs. & London Inv	143	24.2	7.15	1.2	7.0
Apr. Oct.	Law Debenture	226	10.3	6.3	1.3	3.9
Aug. Feb.	Leda Inv. Inc 20p	36	10.2	6.65	1.0	26.0
—	Do. Cap. 5p	196	—	—	—	—
Dec July	Lon. Atlantic	191	2.6	6.7	1.0	4.9
October	Lon. & Gart. 50p	322	12.8	u1.75	1.5	0.8
May Dec	Lon. & Strathclyde	175	1.4	t2.65	1.0	2.1
October	London Trust	63	2.9	u1.25	0.8	—
—	Do Warrants	33	—	—	—	—
June Dec	Lowland Inv	139	12.5	t2.8	1.1	2.8
Sept. Mar.	M & G Dual Inc. 10p	376	13.1	28.75	1.0	10.8
—	Do. Cap. 10p	795	—	—	—	—
July Jan	Do. 2nd Dual Inc. 10p	174	23.12	11.3	♦	9.4
—	Do. Cap. 4p	158	—	—	—	—
—	Marine Adv. S. Tst. £1	225	—	—	—	—
—	Martin Currie Pac. 50p	133	12.5	u0.73	1.3	0.8
—	Do. Warrants	47	—	—	—	—
Apr Sept	Meldrum Inv.	222	24.2	5.5	1.1	3.5
May Oct	Merchants Tst	116	1.4	t4.3	1.0	5.2
Apr Oct	Mid Wynd Inv. Tst.	165	24.2	♦2.15	1.1	1.8
Jan July	Monks Invest	190	23.12	2.6	♦	1.9
Feb Sept	Moorgate Inv. Tst.	430	23.12	u13.0	1.0	4.3
Feb Oct	Murray Income Tst	147	24.2	t6.4	1.0	5.2
—	Do. B	146	—	—	—	—
Apr Aug	Murray Intl	160	10.3	H5.0	1.1	4.4
—	Do. B	159	—	—	—	—
Jan Sept	Murray Smllr Markets	283	11.11	t2.7	0.8	1.3
—	Do. B	284	—	—	—	—
May Nov	Murray Ventures	372	1.4	M7.0	1.1	2.6
December	New Ass. Inv. Tst. 50p	105	11.11	♦1.5	1.3	2.0
June Dec	New Court 50p	433	28.4	t14.25	1.0	4.6
May	New Darien Oil Tst.	57	1.4	0.63	1.5	1.5
Jan July	New Throg. Inc	65	25.11	3.35	♦	7.5
—	Do. Cap.	54	—	—	—	—
—	Do. New Wrrts.	23½	—	—	—	—
April	New Tokyo Inv. 50p	230	24.2	0.8	1.5	0.5
May Oct	1928 Invest	183	10.3	4.0	1.3	3.1
—	Nordic Inv Tst 10p	57	—	—	—	—
June Dec	Nth. Atlantic Sec	312	28.4	3.4	1.0	1.5
Nov July	Nth. Brit. Canadian	230	2.6	6.2	1.0	3.8
December	North Sea Assets 50p	48	11.11	0.5	1.7	1.8
Jan July	Nthn. American	350	2.6	5.4	1.0	2.2
Dec. July	Northern Secs	209	11.11	2.3	♦	1.6
June Dec	Outwich Inv	143	2.6	3.4	0.8	2.9
—	Pacific Assets Tst 50p	75	10.3	—	—	—
—	Do. Ser. 1 Warrants	37	—	—	—	—
July	Pacific Inv. Tst.	89	17.6	0.35	♦	0.6
—	Do. Warrants	20	—	—	—	—
—	Parinter Bond Fund SA	650	3/83	Q40c	—	1.6
July	Personal Assets 12½p	98	3.6	0.35	♦	1.3
—	Plantation Trust	74	—	—	—	—
—	Do. Warrants	21	—	—	—	—
November	Precious Metals Tst	104	28.10	0.55	0.9	0.7
Aug. Feb.	Raeburn	408	27.1	t12.0	0.9	4.3
March	Rights & Iss. Cap	132	10.3	t0.2	♦	0.2
—	River Merc Grd PrfSp	11	—	—	—	—
—	Do Inc	98	—	4.93	—	7.7
Oct. Mar.	River & Mercantile	161	24.2	H6.0	1.0	5.2
Sept. Mar.	River Plate Def.	246	10.3	8.5	1.0	4.9
April	Robeco (Br.) Fl10	£24½	30.3	♦Q7.2%	1.0	3.0
April	Do. Sub.Sh's Fl1	243	26.3	♦Q7.2%	1.0	3.0
December	Rolinco NV Fl10	£22¾	2.12	♦Q14.8%	1.0	1.8
December	Do. Sub. Shs. Fl. 1	223	2.12	Q14.8%	1.0	1.6
Aug Apr	Romney Trust	317	24.2	5.0	1.3	2.2
—	Rorento NV Fl10	£13⅛	—	—	—	—
Oct. April	St. Andrew Tst.	135	24.2	2.9	1.0	3.2
Dec June	SPLIT Inc. 10p	270	12.5	♦19.11	♦	10.0
—	SPLIT Cap 10p	308	—	—	—	—
Dec June	SPRAIT 50p	128	9.12	3.3	♦	3.7
—	Do. Warrants	74	—	—	—	—
May Nov	Do. Cum Ptg Pref	142	28.4	MQ10%	—	7.0
Mar. July	Scot. Am. Inv. 50p	304	2.6	t6.8	1.1	3.2
Apr Dec	Scot. Cities 'A'	470	28.4	u24.0	1.2	7.2
Oct May	Scot. East. Inv.	106	1.4	2.0	1.0	2.7
Feb July	Scottish Inv.	358	23.12	♦5.95	1.0	2.4
Jan July	Scot & Merc A	405	9.12	♦14.0	1.0	4.9
June Dec.	Scot. Mort. & Tst.	495	12.5	8.5	1.1	2.4
June Dec.	Scot. National	290	2.6	♦4.85	1.1	2.4
Apr. Oct.	Sec. Alliance Tst.	640	24.2	♦16.25	1.0	3.6
—	Second Market Inv. 5p	14	28.4	su0.02	—	0.2
Dec June	Securities Tst.Scot.	163	12.5	5.0	♦	4.3
Jan Apl Jy Oc	Shires Inv. 50p	216	10.3	19.25	♦	8.9
Sept Mar	Do. 11pc CnvLn 2003-4	£112	2.9	Q11%	—	(10.2)
Jan July	Smaller Cos Inv Tst	76	2.6	1.4	1.0	2.6
July	Stewart Ent Inv 10p	37	3.6	0.4	♦	1.5
May	S'holders F.E.S.	248	1.4	Q1.5c	♦	0.4
—	Strata Investments	129	—	—	—	—
Jan. July	TR Australia Trust	95	12.5	t2.15	1.3	3.2
Fb My Ag Nv	TR City of London Dfd	110	14.4	M3.9	1.1	5.0
Dec July	TR Ind. & General	189	11.11	4.0	♦	3.0
Jan July	TR Natural Resources	212	9.12	8.25	♦	5.6
Jan. July	TR North America	96	9.12	1.83	0.9	2.7
May Oct	TR Pacific Basin	165	14.4	1.0	1.1	0.9
Jan July	TR Prop. Inv. Tst	176	9.12	4.0	♦	3.2
Jan July	TR Technology	189	2.6	1.8	1.2	2.3
Feb Sept	TR Trustees Corpn	158	13.1	3.8	1.1	3.4
Sept Mar	Temple Bar	152	24.2	5.3	1.1	4.9
Dec June	Throg. Sec. Growth	60	24.2	3.75	1.0	8.8
—	Do. Cap. £1	360	—	—	—	—
Apr Aug	Throgmorton Trust	280	10.2	8.35	1.0	4.2
—	Do. Warrants	99	—	—	—	—
—	Throg USM Tst 50p	78	—	—	—	—
—	Do Warrants	23	—	—	—	—
Mar Nov	Tor. Invest. Inc	278	24.2	♦13.83	1.2	7.2
November	Do. Cap.	435	30.9	♦1.55	1.1	0.4
Feb. May	Trans. Oceanic	201	14.4	3.85	♦	2.7
Apr. Aug	Tribune Invest	128	24.2	2.75	1.3	3.0
Oct. Apr.	Triplevest Inc. 50p	89½	14.4	11.07	1.0	17.4
—	Do. Capital £1	990	—	—	—	—
Oct Apr	US Deb. Corp	252	1.4	6.52	0.8	3.6
July Dec	Viking Resources	43	11.11	2.0	♦	6.8
July Jan	Wemyss Inv. £1	618	12.5	♦22.0	1.1	5.1
Aug. Mar.	Winterbottom 5p	186	27.1	♦2.34	1.0	3.1
Feb July	Witan Inv.	199	9.12	3.25	♦	2.3
—	Do. Warrants	73	—	—	—	—
Apr. Sept.	Yeoman Inv.	350	24.2	9.6	1.0	3.9

Finance, Land, etc

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
November	Abingworth 10p	237	14.10	♦1.25	1.5	‡	—
Jan Aug	Aitken Hume	158	25.11	♦7.7	1.1	6.9	(18.4)
—	Amalgamated F. Ins.	19	—	—	—	—	—
July Jan	Antofagasta Hldgs £1	725	1.4	Q27.5	3.8	3.8	(7.8)
July	Do. 5pc Cum Prf £1	70	2.6	Q4.9	—	7.0	—
—	Argyle Trust	48	24.2	1.0	1.7	2.9	26.3
Jan July	Asset Trust 10p	81	12.5	♦0.96	1.1	1.7	—
June Dec	♦Aust. Merch A$0.25	16	23.4	Q2c	1.8	8.7	6.5
—	Authority Inv. 20p	128	12/75	—	—	—	—
August	Barrie In & Fin 2½p	14	15.7	0.1	4.0	1.0	35.1
November	Berkeley Technology	192	24.2	Q6.7	♦	3.1	♦
September	Biotechnology Inv 2c	£13¼	2.9	Q10c	—	0.5	—
—	♦Brent Invs. £1	125	—	—	—	—	—
May Nov	Britannia Arrow	134	14.4	4.2	1.9	4.4	14.7
July Jan	Do.9pcCv 95-2000	£144	9.12	Q9%	—	(6.4)	—
—	Cambien Vent. Co. 5p	25	—	—	—	—	—
April	Candover Inv	256	1.4	4.0	1.6	2.2	39.8
—	Centreway Trust 10p	34	6/84	8—	—	—	♦
May Nov	Close Bros.	245	14.4	♦7.38	1.4	4.2	24.0
Dec June	♦Comp. Fin. Serv. 5p	145	2.6	2.2	♦	2.1	♦
May	Duncan (W.) & G £1	£16	1.4	15.0	4.5	1.3	18.1
April Oct	♦Edinb'gh Fd Man 5p	265	1.4	6.0	2.8	3.2	15.7
	For Equity Finance see York and Equity						
Nov. June	Exco Int. 10p	212	28.4	4.2	3.5	2.8	13.7
May	Ex Lands 10p	45	28.4	0.6	—	2.0	—
April	F & C Ent Tst 10p	25	24.2	♦0.1	1.9	0.6	—
—	Ferguson (J) 10p	78	7/79	—	—	—	—
—	♦Flextech 10p	35	—	—	—	—	4.3
April Oct	Framlington Grp	450	1.4	♦h5.0	4.2	1.1	30.8
Jan July	Frost Group	87	12.5	4.5	1.4	7.3	12.2
—	♦Gen Oriental $0.10	382	—	—	—	—	—
March Sept	Hambro Trust	338	2.6	♦6.98	1.0	3.0	47.3
Nov April	♦Harvey & T. 20p	180	24.2	♦4.0	2.5	3.8	15.2
June	♦Hiaw Par S$1	80	24.6	Q7c	1.5	2.7	24.4
Jan July	Henderson Adm Gp	£17½	25.11	25.0	♦	2.0	♦
Nov May	Hunting Group	113	11.11	6.0	♦	7.8	♦
Apr Nov	Ind. Fin. & Inv Co	103	10.3	3.5	2.0	4.8	14.1
—	♦Intl Cay Hldgs	197	1.4	u9.0	2.2	6.5	8.0
Oct. April	Intl. Inv. Tst. Jsy. £1	575	14.4	Q10.0	♦	1.8	♦
May	Inv AB Bryer A SK50	400	13.5	♦Q7.8%	—	4.1	♦
Dec. Aug	Investment Co.	52	9.12	1.17	♦	3.2	♦
Jan July	♦Ivory & Sime 0 1p	148	25.11	4.75	♦	4.1	♦
Feb Sept	Kakusai KSY	75	27.1	u0137½	2.4	8.2	5.1
April	Kellock Tst. 5p	68	24.2	0.75	2.8	2.2	23.0
April	Do. Cav. Pf. 5p	58	24.2	0.75	2.8	2.1	24.0

FINANCE, LAND—Cont.

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
Apr Oct	♦Keywest Invs. A50c	327	14.2	♦Q4.38c	—	0.9	—
Jan July	Kitchen Taylor 10p	208	9.12	♦Q11.0	1.9	7.4	9.2
November	Kwahu 10p	37	30.9	♦1.25	2.0	7.0	14.7
August	Ladn & Ass Inv 10p	20	15.7	0.30	5.3	2.1	12.4
Feb Aug	London Inv. 5p	30½	13.1	♦1.19	2.1	5.5	10.1
Feb Nov	Lon. Merchant	68	23.12	12.2	2.1	5.2	10.6
—	Do. Defd	48	—	—	—	—	—
Apr Oct	Do. 7½pcCv 2000-05	£81	1.4	Q7½%	4.8	(9.7)	—
May Nov	MAI	395	1.4	16.0	1.9	5.6	(10.7)
July Feb	M. & G. Group	975	2.6	♦20.0	2.0	2.9	24.1
Jan June	Majedie Invs. 10p	182	2.6	M6.25	1.3	4.8	—
Mar Sept	Mercantile House	292	10.2	♦13.0	2.4	6.3	(7.5)
Feb Oct	Mezzanine CapPtgPf	£460	3.10	♦Q$100.8%	—	10.7	—
October	♦MAC Invs 12½p	186	10.3	♦1.0	1.4	1.3	(69.2)
—	Nat Home Loans 75p	77	12.5	20.68	—	1.2	—
April Sept	Do 8pc Cv. Ln. 2005	£94	24.2	Q8%	—	(8.7)	—
May Nov	New Bolsa 5p	137	14.4	Hg2.47	—	2.5	—
Dec June	Do 7pc Cnv Red Prf	119	23.12	7%	—	8.3	—
—	Newmarket 5 cts	140	9/83	—	—	—	—
December	Oceana Cons	55	16.9	1.0	8.3	2.6	6.0
July Oct	Paramba 10p	43	2.6	1.25	1.6	4.1	21.3
—	Parrish (J. T.)	925	6/82	—	—	—	—
Nov May	♦Plan Invest. 10p	87	14.4	2.5	2.5	2.7	13.9
Dec March	Silvermines 2½p	96	12.5	Q24.2%	1.4	5.9	19.0
Jan Aug	Smith New Court	156	2.6	7.0	♦	6.3	♦
—	Templeton Gbth $0.01	190	—	Q5.97c	2.5	2.2	18.2
	For Throg USM Tst & Warrants see Trusts						
Nov Apr	Transcont. Serv. 50c	221	10.2	Q9.57	1.2	2.9	17.0
—	Do. Warrants	122	—	—	—	—	—
July	Utd Comp & Tech 50p	163	5.6	s1.5	1.6	1.3	67.6
Mar Nov	Westpool Inv	60	27.1	1.52	1.1	3.6	34.5
—	♦Yelverton Inv. 5p	53	2/84	—	—	—	—
Jan Sept	York & Equity Tst	42	25.11	♦1.31	1.8	4.5	17.9
Mar Sept	♦Do. 8pc Cv U 95-200	£78	10.3	Q8%	4.8	(10.5)	—
July Oct	Yule Catto 10p	185	2.6	7.0	♦	5.3	♦

OIL AND GAS

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
—	‡‡Aberdeen Am Pet £1	10	—	—	—	—	—
—	♦Adelaide Pet. NL	9	—	—	—	—	—
—	‡‡Aran Engy 20p	10	—	—	—	—	—
—	♦Atlantic Res Ir£.05	12	—	—	—	—	—
—	♦Bell Resources A$1	200	—	g022.5c	4.8	5.5	3.8
—	♦Berkeley Expln	45	—	—	—	—	8.7
—	♦Bridge Oil	30	—	Q3c	♦	5.2	♦
—	Bristol Oil & Mins.	9	9/82	—	—	—	—
July Dec.	Brit. Borneo 10p	335	2.6	20.0	♦	8.4	♦
Nov. May	Brit. Petroleum	570	24.2	34.0	2.2	8.4	6.5
Jan. July	Do. 8pc Pf. £1	81	9.12	5.6%	x	9.7	—
Oct April	Britoil 10p	165	1.4	13.0	3.0	11.1	4.3
—	‡‡Bryson Oil Gas 10p	24	—	—	—	—	—
—	♦Bula Res Ir£0.25	4	—	—	—	—	♦
July Dec	Burmah £1	342	28.4	12.75	2.1	5.0	(11.5)
Feb. Aug.	Do. 8½pcLn.91-96	£91½	13.1	Q8½%	18.3	e10.5	—
—	‡‡Caledonian Oil £1	185	—	n—	—	—	♦
Jan. July	Carless Capel 10p	65	9.12	1.75	♦	3.9	♦
Jan. Aug.	Century 10p	127	9.12	5.0	♦	5.7	♦
July	Charterhall 5p	26	13.5	—	—	—	♦
Mar Jun S D	Chevron Cpn. $3	£26⅛	6.5	Q$2.40	1.9	6.2	8.5
—	♦Claremont Pet NL	34	—	g05c	4.3	7.8	2.2
—	♦Cluff Oil	34	—	—	—	—	—
—	Do. Warrants	5	—	—	—	—	—
May	Clyde Petroleum	34	1.4	1.5	3.8	6.2	4.6
—	♦Command Pet. N.L	3	—	—	—	—	—
—	‡‡Conray Pet Nat Res	110	—	—	—	—	—
—	♦Cons Intl Pet Crpn	137	—	—	—	—	—
March Oct	♦Crusader	65	10.10	M02.33c	7.3	1.8	8.3
May	♦Edinburgh Oil & Gas	30	29.4	—	—	—	—
—	‡‡Egl'ton Oil I£0.05	16	—	—	—	—	—
Nov May	ELF UK 12¼ Ln	£109	28.4	Q12¼%	—	11.1	—
—	Energy Capital 12½p	30	—	—	—	—	—
—	‡‡E.R.I.C. $1.25	30	—	—	—	—	—
Nov May	Enterprise Oil	115	14.4	8.5	3.5	10.4	3.8
—	Ex.Co.Louisiana $0.01	40	—	—	—	—	—
Mr Jn Sep Dec	Exxon	£39½	7.11	Q$3.60	—	6.2	—
—	Falcon Res. 10p	45	—	—	—	—	—
—	♦Falmouth Pet.	14	—	—	—	—	—
—	‡‡Firstland Oil 10p	50	—	—	—	—	—
—	‡‡Fishermen's Pet £1	98	—	—	—	—	—
—	♦Floyd Oil 10p	55	—	—	—	—	23.9
—	♦Genoa Res & Inv 50c	70	—	—	—	—	—
—	♦Gerber Energy 10c	35	—	—	—	—	—
—	♦Global Nat Res	310	—	—	—	—	—
May	Goal Pet 5p	34	28.4	1.0	0.7	4.1	62.1
Aug March	Great Western Res	60	2.6	2.0	2.6	4.7	8.1
—	♦Gulfstream Res	29	—	—	—	—	—
Ap Jy Oc Jan	Hamilton Oil Corp	750	10.6	Q20c	—	1.9	—
—	‡‡Highland Particpts	90	—	—	—	—	—
July Nov	Hunting Petrol	140	14.4	8.5	2.1	8.6	6.4
Jan July	Do. 10pcCnv.Ln. '97	£96	2.6	Q10%	9.9	(10.8)	—
—	‡‡IOCO 10p	36	—	—	—	—	—
Feb Aug	Imp. Cont. Gas £1	388	23.12	14.5	2.1	5.3	11.0
Mar Sept	Do. 8pcCv Ln 95-200	£131	10.2	Q8%	42.5	(6.2)	—
—	♦Ind Scot Energy £1	70	—	—	—	—	—
—	♦Inter Energy US$0.40	74	—	—	—	—	—
—	Intl. Atlantis Res	38	—	—	—	—	—
—	Jackson Expln	7	5/83	—	—	—	—
—	♦Jebsens Drilling	9	9/83	—	—	—	—
Oct April	♦KCA Drilling 1p	14	16.9	1.5	♦	15.1	♦
—	♦Leonard Oil A$1	4½	—	—	—	—	—
—	♦LonAmEngy NV	£258	8.11	Q$30	—	8.2	—
May Oct	LASMO	112	14.4	12.2	2.4	15.3	3.8
Apr Oct	Do. "Ops" 10p	180	1.4	99.97	—	78.2	—
July Jan	Do. 9½pc CnRdPf £1	97	2.6	9.63%	—	14.0	—
—	♦Lysander Pet. 5p	28	—	—	—	—	—
—	♦Magellan Pet	60	—	—	—	—	—
—	♦Magnet Group 10c	24½	—	—	—	—	—
—	‡‡Marinex 10p	24	—	—	—	—	—
—	♦Meridian Oil NV	14½	—	—	—	—	—
—	♦Monarch Pet N.L	1½	—	—	—	—	—
—	♦Mosmeest Oil 5p	10	—	—	—	—	—
June Dec	♦Moonie Oil A$0.25	91	30.6	Q2.5c	—	1.3	—
—	‡‡Moray Firth	3	—	—	—	—	—
October	New Court Nat. 5p	14	12.8	1.66	1.8	16.6	4.0
—	New London Oil 5p	28	—	—	—	—	—
—	♦NZ Zealand Oil & Gas	16	—	—	—	—	—
June	Norsk Hydro Kr 25	£13⅝	29.4	Q24%	♦	3.9	♦
—	♦Nth Sea & Gen Inv £1	22	—	—	—	—	—
—	♦Offshore 10c	3½	—	—	—	—	—
—	♦Ohio Res	14	—	—	—	—	—
June Nov	♦Oilfield Insp. Srvc	44	14.4	2.0	3.5	6.4	6.3
—	‡‡Oliver Resources	13	—	—	—	—	—
—	♦Orbit	32	—	—	—	—	—
—	‡‡Osceola Hydro 20p	12	—	—	—	—	♦
—	♦Peko Oil	12	—	—	—	—	—
—	‡‡Pennine Res	22	—	—	—	—	—
May	Petranol 10p	47	28.4	1.5	4.5	4.5	5.4
May Oct	Petrocon 12½p	109	28.4	6.0	1.4	7.8	12.8
—	♦Petrofina SA	£115	22.5	BFr330	3.0	5.6	5.9
—	♦Petrogen Petroleum	21	—	—	—	—	—
—	♦Phoenix Oil & Gas NL	4	—	—	—	—	—
—	♦Pict. Pet. £1	26	—	♦	—	—	—
—	Premier Cons.	26	—	—	—	—	—
—	Ranger Oil	280	—	—	—	—	—
Sept June	Royal Dutch Fl.10	£51	16.5	Q128.0%	2.4	6.9	6.2
Oct May	♦Santos A0.25c	173	10.4	Q15c	3.7	4.3	6.3
—	♦Sapphire Pet 50p	38	—	—	—	—	—
—	♦Sceptre Res	128	—	—	—	—	—
Nov. May	Shell Trans. Reg	782	1.4	35.0	♦	6.3	♦
Feb. Aug.	Do. 7pcPf. £1	74	13.1	4.9%	x	9.3	—
Jan May	Siliolene	145	14.8	6.0	1.1	5.8	22.9
August	♦Southwest Res. 40p	16	17.6	—	—	—	—
—	Sovereign Oil	35	—	—	—	—	—
—	♦Skana Bonana R/V	35	—	—	—	—	—
—	♦Sunmack Pet	114	—	—	—	—	—
—	‡‡Sun (UK) Royalty 1p	90	—	—	—	—	—
—	TR Energy	14½	—	—	—	—	—
Apr. Oct.	Texaco 4¾pc Cnv.	£62	14.4	Q4¾%	—	(7.8)	—
July	Total-Cie Fr Pet B	£35½	1.7	v30%	—	5.7	—
May Nov.	Tricentrol	53	14.4	5.0	3.3	13.3	2.5
May Nov	Do 11pc Cv Ln '95-05	£80½	12.5	Q11%	—	(13.7)	—
—	Triton Europe 5p	117	—	—	—	—	11.1
—	‡‡Tullow Res Ir5p	17	—	—	—	—	—
June Oct	Ultramar	178	1.4	10.5	3.0	8.3	(4.4)
—	♦Warrior Res	37	—	—	—	—	—

OVERSEAS TRADERS

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
April	African Lakes	57	10.3	1.5	2.2	3.7	(14.0)
February	Borthwick (Thos.) 10p	48	23.12	♦0.5	5.5	‡	12.8
—	Boustead 10p	31	11/78	—	—	—	—
—	Chillington Cpn	148	—	—	—	—	—
July Jan.	Finlay (James)	79	25.11	4.15	♦	7.6	♦
—	♦First Pacific Int 5c	5½	—	Q0.13c	6.7	1.6	9.2
May	♦Gt Northern Nordic £10	£71½	20.5	¼2%	1.3	2.0	38.6
Dec	H'ris'ns. Cros. £1	333	2.6	20.0	♦	8.5	♦
July Jan	Inchcape £1	383	12.5	18.15	0.7	6.7	28.5
July Nov	Jacks Wm.	33½	12.5	1.1	2.0	4.6	12.5
Oct. Apr.	Lonrho	241	24.2	b10.91	1.6	6.4	(11.9)
February	Mesco Invests.	77	23.12	1.0	5.5	1.8	10.5
Aug Jan	Ocean Wilsns. 20p	65	25.11	2.95	2.5	6.4	(6.9)
May Dec	Pat'son. Zoch. 10p	205	1.4	♦5.9	6.4	4.1	4.4
May Dec	Do. 'A' N/V 10p	205	1.4	♦5.9	6.4	4.1	4.4
Oct April	Polly Peck Intl 10p	175	24.2	5.25	7.3	4.3	3.3
Apr Oct	Do. 9pcCvLn '03-08	£91	10.3	Q9%	—	(10.1)	—
Jan May	REA Hldgs.	192	11.11	2.0	3.7	1.5	19.6
May Nov	Sime Darby M$0.5	42	14.4	♦Q10.8c	1.4	‡	9.9
Dec July	Steel Bros	565	12.5	16.0	♦	4.0	♦
—	Tozer Kems. 20p	184	4/82	—	—	—	37.4
Apr Oct	Do. 8½pc Cnv Pf 20p	181	—	8½%	—	1.3	—

PLANTATIONS

Rubbers, Palm Oil

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's
—	Anglo-East Plants	38	—	—	—	—
	For Anglo-Indonesian see Chillington, Overseas Traders					
August	Bertam 10p	63	15.7	1.25	2.1	2.8
May Nov	Cons. Plants M$0.5	53	1.4	♦Q26c	1.1	‡
—	Grand Central 10p	42	12/78	—	—	—
Ap Aug Jan	Harrisons Mly. Pl. M$1	62	1.4	Q14c	♦	5.8
Nov. May	Highlands M50c	47	1.4	vQ15c	♦	8.3
Apr Oct	Kuala Kepong M$1	50	24.2	vQ15c	1.2	9.0
July	Rowe Evans Inv. 10p	43	17.6	2.25	2.6	7.4

Teas

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's
May	Assam Dooars £1	310	28.4	9.0	3.9	1.6
August	Lawrie Grp. £1	639	1.7	35.0	4.3	2.6
Feb Sept	McLeod Russel £1	325	23.12	17.5	7.7	3.3
Apr. Oct	Do. 8.4pcCnv.Pf.	225	10.3	8.4%	19.3	5.3
Apr Nov	Moran £1	740	24.2	a12.3	3.2	2.4
	For Plantation & Gen Inv see Chillington, Overseas Traders					
January	Williamson £1	580	23.12	20.0	6.6	4.9

MINES

Central Rand

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's
Aug. Feb.	Durban Deep R1	338	23.12	Q100c	3.3	7.7
—	East Rand Prp. R1	222	8.4	—	—	—
—	Egoli Cons.	50	—	—	—	—
Mar Sept	Randfont'n Est. R2	£39½	10.2	♦Q1850c	3.1	12.2
March	Simmer & Jack R0.02	80	24.2	Q20c	♦	6.5
Aug. Feb.	West Rand R1	124	9.12	♦Q120c	2.1	‡

Eastern Rand

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's
May Nov	Bracken 90c	84	10.3	♦Q100c	1.1	31.2
—	♦Cons Mod'tein 5c	175	—	g053.3	♦	8.4
—	East Daggs R1	171	2/81	—	—	—
Aug Jan	Eastern Trns. Cn. 50c	458	23.12	Q250c	♦	10.6
Dec. June	ERGO R0.50	231	12.5	♦Q65c	2.7	7.3
Aug. Feb.	Grootvlei 25c	282	9.12	♦Q180c	1.4	‡
May Nov	Kinross R1	618	10.3	♦Q325c	1.3	13.7
May Nov.	Leslie 65c	69	10.3	♦Q105c	0.9	—
Aug. Feb	Marievale R0.25	69	23.7	♦Q70c	1.1	‡
—	♦Modder B Gold Hldgs	25	—	—	—	41.1
—	♦Rand Ext & Expl 50c	25	—	—	—	—
Mar. Sept.	S. African Ld. 35c	70	10.2	Q47½c	1.1	17.7
August	Vlakfontein 20c	62½	1.7	Q60c	♦	29.0
May Nov	Winkelhaak R1	791	10.3	♦Q460c	1.2	15.2
—	Wit. Nigel 25c	28	8/80	—	—	—

Far West Rand

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's
Feb. Aug.	Blyvoor 25c	273	23.12	Q200c	♦	20.7
Aug Jan	Buffels R1	£12¼	9.12	Q1000c	♦	23.5
Feb. Aug.	Deelkraal R0.20	112	23.12	Q55c	♦	13.6
Feb. Aug.	Doornfontein R1	486	23.12	Q255c	♦	14.5
Aug Feb	Driefontein R1	820	23.12	Q335c	♦	11.1
Mar Sept	Elandsrand Gld. 20c	272	10.2	Q110c	1.6	10.6
Mar Sept	Elsburg R1	92	10.2	♦Q42½c	1.0	‡
Jan Aug	Hartebeest 10c	194	23.12	Q110c	♦	15.9
Feb. Aug.	Kloof Gold R0.25	362	23.12	Q125c	♦	9.4
Feb. Aug.	Libanon R1	725	23.12	Q415c	♦	15.9
Sept Mar	Southvaal 50c	£15⅛	10.2	Q660c	1.0	10.9
Aug. Feb.	Stilfontein 50c	305	9.12	♦Q290c	1.5	‡
Mar. Sept	Vaal Reefs 50c	£34⅛	10.2	Q1900c	1.5	14.5
Feb Aug	Venterspost R1	259	23.12	Q200c	♦	21.9
March Sept	Western Areas R1	132	10.2	♦Q62½c	3.1	‡
Mar. Sept	Western Deep R2	£15⅞	10.2	Q640c	2.5	10.5
Feb. Aug	Zandpan 10c	327	23.12	Q18c	♦	15.4

MINES—Continued

O.F.S.

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's
January	Beatrix Minesll	115	9.12	♦Q15c	1.2	3.5
—	F.S. Cons. Gold 50c	482	—	ZQ160c	—	11.7
Mar Aug	Free State Dev. 10c	95	12.8	Q15c	1.1	4.7
Oct May	Harmony 50c	482	1.4	Q265c	♦	14.4
December	Loraine R1	178	25.11	Q75c	3.1	11.0
Aug. Feb.	St. Helena R1	667	9.12	Q450c	1.9	18.6
May Nov	Unisel	366	10.3	♦Q150c	1.1	10.7
Jan. Dec.	Welkom Gold Hldgs 50c	296	12.5	Q234c	1.0	20.6

Diamond and Platinum

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's
Dec June	Anglo Am. Inv. 50c	£38	14.4	Q610c	1.0	5.6
Nov May	De Beers Df. 5c	400	1.4	Q55c	5.1	3.6
Feb Aug	Do. 40pc Pf. R5	325	23.12	Q200c	x	16.1
Apr. Oct.	Impala Plat. 20c	540	10.3	Q135c	1.9	6.5
Apr Oct	Lydenburg 12½c	475	24.2	♦Q72c	1.0	4.0
Mar Sept	Rus. Plat. 10c	560	10.2	♦Q90c	1.4	4.2

Central African

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's
Jan June	Falcon Z50c	210	2.6	Q60c	♦	11.9
May	Wankie Col Z$1	15	14.4	vQ5c	13.6	13.9
—	Zam. Cpr. SBD0.24	11½	9/80	—	—	—

Finance

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's
April	Afex Corp SA $1.50	75	10.3	Q7.5c	4.4	2.6
Jan July	Ang. Am. Coal 50c	580	2.6	Q240c	3.5	12.5
Jan Aug	Anglo Amer. 10c	640	23.12	Q180c	♦	7.7
May Nov	Ang. Am. Gold R1	£37⅝	1.4	Q1450c	1.1	10.0
Jan Aug	Anglovaal 50c	£24	23.12	Q450c	♦	5.0
—	♦Clogau Gold 10p	14	—	—	—	—
—	♦Cons Alex Corp	80	—	M05½c	—	1.8
May Nov	Cons. Gold Fields	428	1.4	24.5	1.4	8.2
May	East Rand Con. 5p	36	28.4	1.0	2.1	3.9
Mar Oct	Gencel R1	450	10.3	♦Q170c	1.1	9.9
Oct. May	Gencor 40c	625	1.4	Q195c	2.2	8.6
—	Gold & Base 12½p	23	10/74	—	—	—
Mar Oct	Gold Fields S.A. 5c	614	24.2	♦Q120c	2.0	5.1
Mar Oct	Jo'burg Cons. R2	£46	10.2	Q875c	2.2	5.0
Aug. Feb.	Middle Wit 25c	575	23.12	Q155c	♦	7.3
May Nov	Minorco $BD1.40	538	30.9	Q22c	1.2	1.1
Mar Oct	New Wits 50c	275	12.5	♦Q70c	1.6	6.6
—	OFS Invs 1c	£11½	12.5	ZQ417c	—	11.8
—	Rand London 15c	9	10/80	—	—	—
July Jan	Rand Mines R1	£15½	2.6	Q350c	2.8	6.8
June Jan	Rand Min. Props R1	230	2.6	Q65c	2.6	7.4
Sept. Mar	Vogels 2½c	60	27.1	Q30c	3.7	13.1

Australians

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's
—	♦Abaleen Mins NL	3	—	—	—	—
—	♦Afro-West A$0.20	5	—	—	—	—
—	♦ACM 50c	100	—	♦	—	—
—	♦Aquarius Expln NL	7	—	—	—	—
—	♦Asia Oil & Minerals	5	—	—	—	—
—	♦Aust. Hydrocarbons NL	5	—	♦	—	—
—	♦Australs Mng N.L	8	—	—	—	—
—	♦Austwhim Res. NL	33	—	—	—	—
—	♦Aztec Explo	13	—	Z01c	—	3.8
—	♦Balmoral Res	9½	—	—	—	—
—	♦Barrack Mines	208	—	Q25c	♦	6.3
December	♦Bond Corp	144	—	g08.33c	♦	2.8
Nov. Apr.	♦Bougainville 1 kina	121	11.3	Q14%	1.1	5.7
—	♦Brunswick A$1	19	—	—	—	—
May Nov	♦CRA $2	296	11.3	Q15c	1.7	2.5
—	♦Carr Boyd 20c	54	—	Q2	—	3.9
—	♦Central Kalgoorlie	16	—	♦	—	—
—	♦Central Pacific	27	—	—	—	—
—	♦Cons Gld Mg Areas NL	1½	—	♦	—	—
—	♦Coltus Res NL A$2	7	—	—	—	—
—	♦Eagle Corp 10c	3½	—	—	—	—
—	♦Eastern Petrol Aus	7	—	—	—	—
—	♦Emperor Mines	140	—	Q6c	—	2.1
—	♦Endeavour 20c	18	—	—	—	—
—	♦Enterprise Gld	13	—	—	—	—
—	♦Forsayth Oil Gas	38	—	—	—	—
—	♦Gem Exp & Minerals	38	—	—	—	—
Mr Jy Oct	♦GM Kalgoorlie 25c	392	13.6	‡Q50c	—	‡
—	♦Great Victoria Gold	34	—	—	—	—
—	♦HMC Aust NL 20c	2	—	—	—	—
—	♦Hawk Investmts A$0.2	53	—	—	—	—
—	♦Hill Minerals N.L	30	—	—	—	—
—	♦Indian Ocean Res	17	—	—	—	—
—	♦Ivanhoe Gld NL	18	—	—	—	—
—	♦Jason Mining $A0.20	29	—	—	—	—
—	♦Jingellic Mnls	27	—	—	—	—
—	♦Julia Mines NL	18	—	—	—	—
—	♦Kalbara Mn 20c	5	—	—	—	—
—	♦Kia Ora Gold N.L	6½	—	Q0.25c	♦	1.8
—	♦Kitchener NL 25c	21	—	—	—	—
—	♦Meekatharra 25c	22	—	—	—	—
—	♦Metals Ex 50c	21	9/81	—	—	—
—	♦Metana Minerals N.L	112	23.5	g05c	—	2.2
—	♦Metramar Mns 20c	48	—	—	—	—
Oct. Apr.	♦MIM Hldgs 50c	103	12.2	g05c	—	1.4
—	♦Minefields Expl 25c	3	—	—	—	—
—	♦Minsill Secs. $A0.25	13½	—	—	—	—
—	♦Newmandy Res NL A$0.2	22	—	—	—	—
June Nov	♦North B Hill 50c	89	19.11	—	—	—
February	Nth. Kalgurli	33	—	ZQ2c	—	3.0
May Nov.	♦Oakbridge 50c	38	30.4	—	—	—
—	♦Otter Exp'n. NL	19	—	—	—	—
—	♦Pancont'l 25c	90	—	—	—	—
—	♦Paragon Resources NL	15	—	—	—	—
—	Paringa Mng/Exp 5p	58	—	—	—	—
Apr. Oct.	♦Peko-Wallsend 50c	228	15.3	♦Q10c	—	2.1
—	♦Pelsart Res NL	17	—	—	—	—
—	♦Portman Mining	8	—	♦	—	—
—	♦Queen Margaret Gold	18	—	—	—	—
October	♦Renison 50c	240	13.9	♦Q10c	1.1	2.0
—	♦Samson Exp'n. NL	6½	—	—	—	—
—	♦Sons Gwalia NL	188	—	♦Q16c	2.2	4.2
—	♦Sthn. Goldfields	19½	—	—	—	—
—	♦Southern Pacific	18	—	—	—	—
—	♦Southern Res	54	—	—	—	—
—	♦Southern Ventures 25c	4½	—	—	—	—
—	♦Spargos Expl'n	14	—	—	—	—
—	♦Swan Res 20c	7	—	—	—	—
—	♦Thames Mining A$0.25	13½	—	—	—	—
—	♦Utd Goldfields NL	50	—	—	—	—
—	♦West Coast 25c	11	—	—	—	—
—	♦Western Cons 25c	6	—	—	—	—
May Dec	♦Westn. Mining 50c	145	21.10	♦Q6c	0.7	2.0
—	♦Whim Creek 20c	104	—	Q11c	16.4	5.3
—	♦Windsor Res NL	25	—	—	—	—
—	♦York Resources	5½	—	—	—	—

Tins

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's
Apr. Nov.	Ayer Hitam $M1	135	10.3	vQ15c	1.5	29.7
July	Geevor	35	17.6	—	—	—
Jan Sept	Gopeng Berhad M$0.50	45	10.3	g$0.16	♦	12.4
—	Hongkong	650	6/81	—	—	—
May	Jantar 12½p	25	2.6	2.5	♦	14.1
Dec Aug	Malaysia Mng. 10c	28	11.11	vQ2c	♦	2.9
—	♦Pahang	17	—	8—	—	—
—	Pengkalen 10p	175	4/83	—	—	—
December	Petaling $M1	90	25.11	vQ60c	0.2	17.2
September	Sungei Besi $M1	108	12.8	♦vQ43c	—	‡
—	Tanjong 15p	105	6/81	—	—	—
Oct July	Tronoh $M1	85	12.5	vQ45c	0.8	13.7

Miscellaneous

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's
—	Anglo-Dominion	32	—	—	—	—
—	Anglo Utd Dev	30	—	d1.05	♦	5.0
—	♦Colby Res Corp	55	—	—	—	—
Aug. Feb.	Cons. Murch. 10c	160	13.1	‡Q60½c	3.9	‡
—	♦Essex Int. Ir10p	33	—	—	—	—
—	Greenwich Res	97	—	—	—	—
Apr Oct	Hampton Areas 10p	154	23.12	♦1.0	—	0.9
—	♦Highwood Res	235	—	—	—	—
Fb Jun Ag Nv	Homestake Mining $1	£15⅛	30.1	Q20c	—	0.9
—	♦McFinley Red Lake	185	—	—	—	—
—	♦Musto Explorations	235	—	—	—	—
—	♦New Sabina Res C$1	35	—	—	—	—
—	Northgate C$1	218	9/77	—	—	—
Jan. July	RTZ	619	12.5	22.0	2.8	5.0
Jan July	Do. 9½pcLn '95-2000	£137½	12.5	Q9½%	15.5	(7.1)
—	♦Tara Expln $1	875	—	—	—	—

NOTES

Unless otherwise indicated, prices and net dividends are in pence and denominations are 25p. Estimated price/earnings ratios and covers are based on latest annual reports and accounts and, where possible, are updated on half-yearly figures. P/Es are calculated on "net" distribution basis, earnings per share being computed on profit after taxation and unrelieved ACT where applicable; bracketed figures indicate 10 per cent or more difference if calculated on "nil" distribution. Covers are based on "maximum" distribution; this compares gross dividend costs to profit after taxation, excluding exceptional profits/losses but including estimated extent of offsettable ACT. Yields are based on middle prices, are gross, adjusted to ACT of 29 per cent and allow for value of declared distribution and rights.

- ♦ "Tap Stock".
- * Highs and Lows marked thus have been adjusted to allow for rights issues for cash.
- † Interim since increased or resumed.
- ‡ Interim since reduced, passed or deferred.
- ‡‡ Tax-free to non-residents on application.
- ♦ Figures or report awaited.
- ♦ Not officially UK listed; dealings permitted under Rule 535(4)(a).
- ♦ USM; not listed on Stock Exchange and company not subjected to same degree of regulation as listed securities.
- ‡‡ Dealt in under Rule 535(3).
- $ Price at time of suspension.
- ¶ Indicated dividend after pending scrip and/or rights issue: cover relates to previous dividend or forecast.
- ♦ Merger bid or reorganisation in progress.
- ♦ Not comparable.
- ♦ Same interim: reduced final and/or reduced earnings indicated.
- ♦ Forecast dividend; cover on earnings updated by latest interim statement.
- ‡ Cover allows for conversion of shares not now ranking for dividends or ranking only for restricted dividend.
- ☆ Cover does not allow for shares which may also rank for dividend at a future date. No P/E ratio usually provided.
- ‖ No par value.

B.Fr. Belgian Francs. Fr. French Francs. ♦♦ Yield based on assumption Treasury Bill Rate stays unchanged until maturity of stock. a Annualised dividend. b Figures based on prospectus or other offer estimate. c Cents. d Dividend rate paid or payable on part of capital, cover based on dividend on full capital. e Redemption yield. f Flat yield. g Assumed dividend and yield. h Assumed dividend and yield after scrip issue. j Payment from capital sources. k Kenya. m Interim higher than previous total. n Rights issue pending. q Earnings based on preliminary figures. s Dividend and yield exclude a special payment. t Indicated dividend: cover relates to previous dividend, P/E ratio based on latest annual earnings. u Forecast, or estimated annualised dividend rate, cover based on previous year's earnings. v Subject to local tax. x Dividend cover in excess of 100 times. y Dividend and yield based on merger terms. z Dividend and yield include a special payment. Cover does not apply to special payment. A Net dividend and yield. B Preference dividend passed or deferred. C Canadian. E Minimum tender price. F Dividend and yield based on prospectus or other official estimates for 1986-87. G Assumed dividend and yield after pending scrip and/or rights issue. H Dividend and yield based on prospectus or other official estimates for 1986. K Figures based on prospectus or official estimates for 1984. L Estimated annualised dividend, cover and p/e based on latest annual earnings. M Dividend and yield based on prospectus or other official estimates for 1985-86. N Dividend and yield based on prospectus or other official estimates for 1985. P Figures based on prospectus or other official estimates for 1983. Q Gross. R Forecast annualised dividend, cover and p/e based on prospectus or other official estimates. T Figures assumed. Z Dividend total to date.

Abbreviations: xd ex dividend; xc ex scrip issue; xr ex rights; xa ex all; xd ex capital distribution.

REGIONAL & IRISH STOCKS

The following is a selection of Regional and Irish stocks, the latter being quoted in Irish currency.

Stock	Price	+/-	Stock	Price	+/-
Albany Inv 20p	120	....	Fin. 13% 97/02	£121¼	....
Craig & Rose £1	£13	....	Arnotts	325	....
Finlay Pkg 5p	43	....	CPI Hldgs.	48	-2
Holt (Jos) 25p	810	....	Carroll Inds	155	....
IoM Stm. £1	87	....	Dublin Gas	53	....
			Hall (R. & H.)	77	....
IRISH			Heiton Hldgs.	30	....
Fund 11¾% 1988	£103½	-⅛	Irish Ropes	110	....
Nat. 9¾% 84/89	£101	....	Unidare	190	....

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CONSTRUCTION CONTRACTS

Groundwork that made the Stockley Park project possible

RUBBISH IS *a matter very* **close to the heart of Mr David Gordon, the Ove Arup director in charge of what he cheerfully describes as "Europe's biggest and cheapest civil engineering project," writes Joan Gray.**

For Mr Gordon is in charge of the civil engineering works needed to transform 350 acres of poisoned derelict land two and a half miles from Heathrow Airport—worked-out gravel pits that have been used as a rubbish tip for the past 80 years—into a prestigious business park, international golf course and equestrian centre.

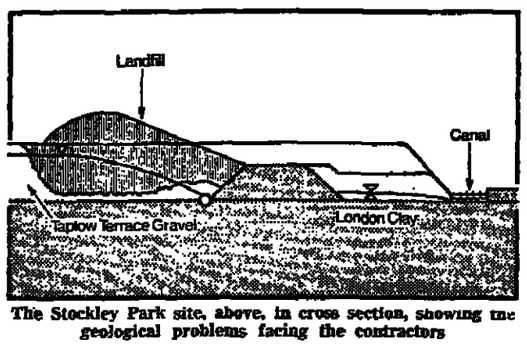
Readers of the FT's Arts page will already know about the elegant and orientally inspired architecture of Stockley Park. They will also know that the Park was declared open by Prince Charles, who, as head of the Fountain Society, pressed a button to start an inaugural waterfall.

But what they will not know about is the immense feat of civil engineering required to make it possible—and financially workable.

For, as Mr Gordon explains, "what costs money on a site like this is the civil engineering works, which nobody can see.

"You can't save money on the landscaping and you can't save money on the building or you won't get the high rents needed to make it work.

"So you have to concentrate on doing the civil engineering as economically and efficiently as possible to make the rest of the project stack up."



The Stockley Park site, above, in cross section, showing the geological problems facing the contractors

Reclaiming Stockley Park involved shifting 100m cu ft (2.75m cu metres) of rubbish (euphemistically called landfill), and 45 cu ft (1.25m cu metres) of gravel and soil (or cleanfill).

All the rubbish was moved north to create the base for 260 acres of golf course and green land for riding; all the cleanfill was moved south to create the base for a 90 acre business park.

"We decided not to put any rubbish under the business park for strictly commercial reasons, as the estate agent advised us that people worried about buildings on rubbish," said Mr Gordon.

Ove Arup could have spent £50m importing all the landfill instead of using rubbish from the site for the base of the golf course. And they could have spent another £10m importing cleanfill and another £5m importing topsoil instead of scavenging the site for suitable clean material and moving it where needed.

Instead, using soil and rubbish from the site cut the civil engineering cost to £8m; and the cost of landscaping and infrastructure services—including a new by-pass road—added another £20m, making the total cost of reclamation a workable £28m.

The £8m civil engineering works also included solving the problem of leaching: the waste from the site draining through to the Grand Union canal bordering the site and poisoning it.

This problem was tackled by first building a retaining wall along the boundary of the site to reduce the amount of water entering it, and then putting a drain round the park to catch the remainder.

A pumping system was added to control the pressure in the drain so that the canal ran into it, and so prevent poisoned water running into the canal. The system of ornamental lakes helps control the water levels.

Minories office scheme

SIR ROBERT MCALPINE & SONS has been awarded a £23m contract by Guinness Peat Properties for the construction of Towergate, a 10-storey office development which will occupy part of the Minories car park site within the City.

Part of the Minories car park will be demolished to make way for the office block and, as part of the contract, the remainder will be completely refurbished to provide car parking for 400 vehicles.

The 10-storey office building, finished externally in granite will occupy around one-third of the total Minories site and will be adjacent to the Docklands Light Railway. Towergate Way Terminus which is due to open in July 1987.

The scheme will provide 16,000 sq metres of office space designed round an atrium and will be served by eight lifts. The ground and first floors have been designed specifically as dealing rooms and the upper floors as office areas of up to 1,400 sq metres. Work on the development is due for completion in October 1987.

*

WAITES CONSTRUCTION (LONDON) has secured orders valued in excess of £10m. The contracts include private sector work for the Grosvenor Estate and public sector work for North East Thames Regional Health authority and London Electricity Board.

The largest of the contracts valued at £5m is for the Grosvenor Estate. Restoration of the two listed buildings at 49 and 50 Grosvenor Street, Mayfair, will provide office accommodation with a high standard of finishes. Work at the rear of the buildings includes the demolition and rebuilding of four upper storeys above a card room with a highly ornate ceiling which is to be retained. The contract also includes rebuilding behind a retained facade at 16-18 Mount Row.

A £4m contract at Rochford Hospital for NETRHA is for the construction of four blocks within the grounds of the hospital to provide a mental illness day hospital, facilities for the elderly and accommodation for geriatric

Refurbishing overseas hotels

DAVID HICKS INTERNATIONAL has been awarded two contracts by the Okura Hotel Group with a total value of nearly £20m. DHI is to refurbish all guest rooms in both the Amsterdam and Tokyo hotels. For the Okura Group flagship in Tokyo, the company has been contracted to refurbish all 1,000 guest rooms and eight suites over a period of two years. The contract is worth some £15m with a budget of £15,000 per guest room, excluding bathrooms. The five star Amsterdam Okura has a total project value of nearly £4.5m. DHI is to refurbish all guest rooms (over 400) over a period of three years—to be carried out in three phases during the off-peak season of November-March at a cost of around £10,000 per guest room.

*

ROADWORKS, civil engineering divisions of Jackson Group, has won the £5.6m Martlesham, Suffolk, by-pass contract. The scheme, designed by C. H. Dobbie and Partners for the Department of Transport, is a 2.9 km dual carriageway from the northern end of Ipswich by-pass rejoining the A12 north of the village of Martlesham. Structures include a pedestrian subway, a road bridge enabling the Bealings road to pass over the new by-pass, a bridge over the Ipswich to Yarmouth rail line and a river crossing. Work is due to start on July 1.

*

BOVIS CONSTRUCTION has been appointed as management contractor for a £5.5m factory to be built in Grantham for the Northern Foods Group. Construction on the 42 week "fast track" project is scheduled to begin in June 1986. Built to the very latest standards of "total hygiene," it is thought that the factory will eventually create some 400 extra jobs in the Grantham area.

FRENCH KIER

Following the recent merger of French Kier Holdings PLC with the C.H. Beazer Group, all contracting activities will be controlled in a new division under French Kier Limited, including the following organisations:

French Kier Construction Limited
French Kier Construction Management Limited
Kier International Limited
William Moss Construction Limited
G.E. Wallis and Sons Limited
Robert Marriott Limited
Second City Construction Limited
Charles Brand and Son (N.I.) Limited.

The enlarged organisation will be managed through regional, national and overseas subsidiaries.

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FK
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Week's business in parliament

TODAY

Commons: Until 7 pm, a debate on an *Opposition motion:* The crisis in big-city hospitals. Later, progress on the remaining stages of the European Communities (Amendment) Bill.

Lords: Parliamentary Constituencies Bill, Second Reading. Corneal Tissue Bill, Third Reading. British Shipbuilders (Borrowing Powers) Bill, Third Reading. *Agriculture Bill, Committee.* Road Traffic Regulations (Parking) Bill, Second Reading.

Select Committees: Public Accounts: Defence Ministry Service Movements. Witnesses: Sir Clive Whitmore and Mr A. M. Bailey (Room 16, 4.45 pm). Treasury and Civil Service: International Credit and Capital Markets. Witnesses: Treasury officials (Room 15, 4.45 pm).

TOMORROW

Commons: Opposition debate on South Africa. Debate on EC document 9360/84, as amended by EC document 5752/86, relating to proposals on the marketing and testing of medicinal products.

Lords: Forestry Bill, Committee. Safety at Sea Bill, Committee. Civil Protection in Peacetime Bill, Committee. Social Security Bill, Committee.

WEDNESDAY

Commons: Debate on foreign affairs, on a motion for the adjournment.

Lords: Debate on the case for greater public investment in housing. Debate on the need to protect the environment against current threats. Children and Young Persons (Amendment) Bill, Committee. Disabled Persons (Services, Compensation and Representation) Bill, Committee. Town and Country Planning (NIREX) Special Development Order 1986, Prayer to annul. Unstarred question on health and family planning in development areas.

Select Committees: Foreign Affairs: Overseas Development Administration bilateral country programme. Witness: Department of Trade and Industry officials (Room 16, 10.30 am). Welsh Affairs: The ambulance service in Wales. Witnesses: Welsh Office, Association of Welsh Health Authorities (*Room 18, 10.30 am*). Trade and Industry: British shipbuilding monitoring inquiry. Witnesses: British Shipbuilders (Room 15, 10.45 am). Energy: Coal industry. Witness: HM Inspector of Mines (Room 8, 11 am).

Scottish Affairs: Hospital provision. Witness: Melville Dundas and Whitsun Ltd (Room 19, 11 am). Home Affairs: Rules for Redistribution of Seats. Witness: Boundary Commission of Scotland (Room 15, 4.15 pm). *Public Accounts:* Private patient charges. Witness: Mr L. H. Peach, acting chairman, National Health Service Management Board (Room 16, 4.15 pm). Transport: Finance of rail services. Witnesses: Strathclyde Regional Council, London Regional Transport (Room 17, 4.15 pm). Environment: Historic Buildings and Ancient Monuments. Witness: Church of England General Synod (Room 20, 4.30 pm).

THURSDAY

Commons: Motions on Northern Ireland Orders and Consolidation measures.

Lords: Armed Forces Bill, Third Reading. Agriculture Bill, Committee. Protection of Military Remains Bill, Third Reading. Protection of Children (Tobacco) Bill, Committee. Motions on Northern Ireland Orders on companies and business.

Select Committee: Agriculture: The effects of pesticides on human health. Witness: National Institute of Agricultural Engineering (Room 15, 10.45 am).

FRIDAY

Commons: *Debate on the arts* on a motion for the adjournment.

Lords: Building Societies Bill Second Reading.

WEEK'S FINANCIAL DIARY

The following is a record of the principal business and financial engagements during the week. The board meetings are mainly for the purpose of considering dividends and official indications are not always available whether dividends concerned are interims or finals. The sub-divisions shown below are based mainly on last year's timetable.

TODAY
COMPANY MEETINGS—
Centroway Inds, Midland Hotel, New Street, Birmingham, 3.00
Commercial Bank of Near East, 107-112 Leadenhall Street, EC, 11.00
Ecobrik Hldgs, Regent Palace Hotel, Piccadilly Circus, W, 11.00
Hammerson Prop, 100 Park Lane, W, 12.00
Ostwich Invest Trust, 9 Bishopsgate, EC, 2.30
Sunlight Service Group, Glaziers Hall, 9 Montague Close, SE, 11.00
BOARD MEETINGS—
Finals:
Amersham Intnl
CMK Microsystems
Chamberlain Phipps
EMAP
Erskine House
Hazlewood Foods
Lancs
Lynton
Marshalls Halifax
Property Partnerships
Scott Greenham
Unigate
Yellowhammer
Interims:
Carroll Inds
Flexello Castors and Wheels
Guinness
London Scottish Finance
DIVIDEND & INTEREST PAYMENTS—
Baillie Gifford Technology 1.5p
Cowells 1.5p
Expo Intnl 1.5p
FPL Group 51 cts
Hammerson Prop 7.5p, A 7.5p
Home Counties Newspapers 3.5p
Jewell Inc 50 cts
Hutton (E. T.) 2.4 cts
Investors Capital Trust 5¼pcPf 1.8375p
King and Shaxson 5.25p. Pfd 1.75p. 2nd Pf 1.75p
MY Dart 0.875p
Martin Currie Pacific Trust 0.55p
Nationwide Leisure 1.25p
Prestwick Hldgs 0.5p
Setter 2.5p
Travis and Arnold 5.57p
Trieflus 0.05p
United Biscuits 5¼pcLn 2003-08 2.625pc
United Newspapers 10p

TOMORROW
COMPANY MEETINGS—
British & American Film Hldgs, 113 Brook House, Park Lane, W, 12.15
City and Comm Invest Trust, 11 Devonshire Square, EC, 12.00
Ellis and Goldstein, Barrington House, Wood Street, 12.00
First Charlotte Assets Trust, 1 Charlotte Square, Edinburgh, 12.30
Kalon Group, Huddersfield Road, Birstall, Batley, 11.30
Silentnight, Butchers Hall, Bartholomew Close, Smithfield, 12.00
Simon Eng, Bird Hall Lane, Cheadle Heath, Stockport, 12.00
Third Mile Invest, Great Eastern Hotel, Liverpool Street, EC, 12.00
BOARD MEETINGS—
Finals:
Alenson
Alphameric
British Steam Specialties
Cape Inds
Cullens
GEI Intnl
Goldsmiths Group
London and Midland Inds
Meyer Intnl
Oxford Instruments
Parkdale
Walker (C. and W.)
Interims:
Countryside Props
Fenner (J. H.)
Greenwich Resources
Horne (Robert)
Micro Scope
Plantons (G. B.)
Winterbottom Energy Trust
DIVIDEND & INTEREST PAYMENTS—
BBL Intnl Fltg Rate Notes 1985 $210.12
Comm Bank of Near East 30p
EAB Finance Fltg Rate Notes 1993 $208.54
Ellis and Goldstein 1.5p
Panama (Rep of) Fltg Rate Notes 1992 $458.16
Senior Engineering 9¼pcLn 1994-99 £6875pc
Spain (Kingdom of) Fltg Rate Notes 2000 $410.13

WEDNESDAY JUNE 18
COMPANY MEETINGS—
British Printing and Comm Corpn, The Mirror Building, 33 Holborn, EC, 12.00
Brentons (Musselburgh), Musselburgh, Mid-Lothian, Scotland, 12.00
City of Oxford Invest Trust, 41 Bishopsgate, EC, 12.00
Hawker-Siddeley, The Dorchester Hotel, Park Lane, W, 12.00
Hollis, The Mirror Building, 33 Holborn, EC, 11.00
Holt (Joseph), Melville Hotel, Barton Road, Stretford, Manchester, 12.00
Lee Cooper, The Hotel Inter-Continental, 1 Hamilton Place, Hyde Park Corner, W, 11.00
Reed (Austin), 16-21 Sackville Street, W, 12.00
Shiloh, Holden Fold, Royton, 11.30
Usher-Walker, The Connaught Rooms, Great Queen Street, WC, 12.00
BOARD MEETINGS—
Finals:
Aberforth
Assoc Heat Services
British Land
Chloride
Mountview Estates
Steed and Simpson
Interims:
Lookers
Lowell (Y. J.)
DIVIDEND & INTEREST PAYMENTS—
British & American Film Hldgs 3.8p
Basset (S.) 0.8p
East Rand Gold and Uranium 15.5cDbs 26.08383p
Industrial Credit and Invest Corpn of India Fltg Rate Notes 1991 $208.54
Lowland Invest 1.2p
Marine Midland Banks Fltg Rate Sub Notes $196.46
Ostwich Invest Trust 2.3p
Riggs National Corpn Fltg Rate Sub Notes 1995 $198.06
Sunlight Service Group 7.45p
Taiwan Power Fltg Rate Notes 1992 $417.08

THURSDAY JUNE 19
COMPANY MEETINGS—
Bosie Masimi Polill, 12 Bishop's Bridge Road, W, 10.30
Downlebrae Hldgs, Merchants House, 7 West George Street, Glasgow, 11.00
Feb Intnl, Albany House, Swinton Hall Road, Swinton, Manchester, 10.30
Felixstowe Dock and Railway, European House, The Dock, Felixstowe, 11.00
Garnar Booth, Grange House, 94-96 Borough High Street, SE, 2.30
Hawden-Stuart, Copthorne Hotel, George Square, Glasgow, 12.00
Scottish Mortgage and Trust, 3 Glenfalda Street, Edinburgh, 11.30
Yule Catto, Great Eastern Hotel, Liverpool Street, EC, 12.00
BOARD MEETINGS—
Finals:
Baker Perkins
British Telecom
Dawson Intnl
Grampian TV
Johnson Matthey
London Intnl
Mitchell Somers
Scapa
Wigfalls
Interims:
Dundee and London Invest Trust
Lee (Arthur)
DIVIDEND & INTEREST PAYMENTS—
Bank fur Arbeit und Wirtschaft AG Fltg Notes 1999 $407.6
Barham Group 1p
Brentons (Musselburgh) 1.5p
Edmond Hldgs 0.2p
Italy (Republic of) Fltg Rate Notes 2000 $398.15
Midland Bank Fltg Rate Cap Notes (June 1985) $413.92
NBE Finance (Cayman) Fltg Rate Serial Notes 1987 $213.28
Shiloh 1.75p
United Mizrahi Intnl Invest Fltg Rate Notes 1988 $413.92

FRIDAY JUNE 20
COMPANY MEETINGS—
Assoc British Foods, The Connaught Rooms, Great Queen Street, WC, 11.00
Comprehensive Financial Services, Country Landowners Assoc, 16 Belgrave Square, SW, 3.00
East Surrey Water, London Road, Redhill, Surrey, 12.30
European Ferries, The Dorchester Hotel, Park Lane, W, 11.00
Gowett Oriental Invest Trust, Winchester House, 77 London Wall, EC, 11.00
BOARD MEETINGS—
Finals:
Apricot Computers
Bassett Foods
Booth (John) (Bolton)
Hickins Pentecost
Renold
Syltone
DIVIDEND & INTEREST PAYMENTS—
Assoc Heat Services 10p
Banca Serfin Fltg Rate Serial Notes 1985-1988 $328.61
Bank of Montreal Fltg Rate Dbs Series 5 1990 $40.76
Bayer AG DM 10
East Surrey Water A 7pc 3.5p. B 4.9pc 2.45p. C 3.5pc 1.75p. 3.5pcPf 1.75p. 4.2pcPf 1985-90 2.1p. 6.6pcPf 1992-94 3.3p
Essex Water 7pcDb 1986-88 3.5pc. 7pcDb 1987-89 3.5pc. 5pcDb 1986-91 2.5pc. 7¾pcDb 1991-93 3.875pc. 8pcDb 1991-1993 4pc. 10pcDb 1992-94 5pc. 10¼pc Db 1994-96 5.25pc. 3.5pcDb 1.75pc. 4pc Db 2pc. 5pcDb 2.5pc
Grampian Television Non-vtg A 1.57p
Holt (Joseph) 12.5p
India (State Bank of) Fltg Rate Notes 1987 $403.18
Just Rubber 1.16p
M & G American Recovery Fund 1.3p
National Home Loans Corpn 0.68p
Saker's Finance and Invest Corpn 4¼pcPf 85 cts
Waverley Cameron 1.25p

SATURDAY JUNE 21
DIVIDEND & INTEREST PAYMENTS—
Finlay Packaging 2.5p
Lone Star Inds Inc 47.5 cts
Spain (Kingdom of) 12pcLn 1988 (Reg) 6pc
Wardle Storeys 2p

SUNDAY JUNE 22
DIVIDEND & INTEREST PAYMENTS—
British Printing and Comm 6.5pcPf 3.25p. 7.5pcPf 3.75p. 7.75pcPf 3.875p

THE FINANCIAL TIMES
is proposing to publish a survey on
THE WATER INDUSTRY
Publication: Wednesday 9th July 1986
Copy Date: Wednesday 25th June 1986
1 INTRODUCTION
2 PRICING POLICY
3 SCOPE FOR EXPANSION AND INCREASED PROFITS
4 INTERNATIONAL COMPARISONS
5 PRIVATE WATER COMPANIES
6 BOTTLED WATER
7 PROBLEMS AHEAD
8 PROFILES
Information on advertising can be obtained from Mark Fisher telephone number 01-248 8000 extension 3389.
Publication date is subject to change at the discretion of the Editor

BUSINESSMAN'S DIARY

UK TRADE FAIRS AND EXHIBITIONS

Current
Grosvenor House Antiques Fair (0799 26699) (until June 21) Grosvenor House, W1

June 17-20
Advanced Manufacturing Technology Show MANUTECH (01-891 3426) Olympia

June 23-26
Institute of Leisure and Amenity Management Conference and Exhibition (0491 873555) Harrogate

June 24-26
Advanced Materials Conference and Exhibition (01-868 4466) Wembley Conference Centre

June 25-27
Property and Construction Management Exhibition (01-995 8003) Barbican Centre

July 1-5
International Production Engineering and Productivity Exhibition and Conference—PEP (01-891 5051) Olympia

July 8-10
International Satellite and Cable TV Exhibition and Conference—CABLE (01-868 4466) Met. Exhn. Hall, Brighton

Education, Training and Personnel Development Exhibition and Conference (01-637 2400) NEC Birmingham

July 14-17
International Water Exhibition and Conference — WORLD WATER (0923 773311) Olympia

July 15-17
Systems for the City Exhibition (01-868 4466) Barbican Centre

July 16-18
PC User Show and Conference (01-608 1161) Olympia

July 20-24
Gift Trade Fair (0282 867152) Harrogate Exhibition Centre

July 24-27
Acorn Computer User Christmas Show (01-349 4667) Barbican Centre

July 29-August 3
British Music Fair—MAKING MUSIC (01-385 1200) Olympia

OVERSEAS TRADE FAIRS

June 24-28
Radio and TV Trade Fair (01-734 0543) Frankfurt

July 7-11
International Powder Metallurgy Exhibition and Conference (01-493 3893) Dusseldorf

July 21-24
International Laboratory Equipment Exhibition—LABEX (021-705 6707) Sydney

August 17-23
City Planning Exhibition (021-705 6707) Xiamen

August 20-23
Office Technology and Computer Exhibition (01-486 1951) Kuala Lumpur

August 22-31
International Trade Fair (Consumer goods)—INT SKANEMASSAN (01-486 1951) Malmo

August 26-28
Finnish Fashion Fair (01-486 1951) Helsinki

August 31-September 6
International Autumn Fair (01-240 7013) Leipzig

September 17-24
International Engineering Fair (021-455 9600) Brno

BUSINESS AND MANAGEMENT CONFERENCES

June 16
LSE: Energy supply options in a resource-full national economy—the case of the UK (01-405 7686) London, WC2

June 18-19
FT Conference: World gold in 1986 (01-621 1355) Hotel Inter-Continental, W1

June 18
Institute of Directors: UK companies — the revenue offensive (01-839 1233) 116 Pall Mall, SW1

June 18
RIPA: Government and the private sector (01-222 2248) London Business School, NW1

June 18-20
1986 World Congress on Management Development (0234 48338) Royal Lancaster Hotel, W2

June 24
FIBEX: Corporate restructuring—for better or worse? Hotel Inter-Continental, W1

June 25
Dun & Bradstreet: How to handle letters of credit (01-377 4453) Holiday Inn, London

July 1-3
British Institute of Energy Economics: The future of UK North Sea oil and gas (01-398 5778) Whitehall

July 2
The Industrial Society: We're making it happen — industry works for people (01-839 4300) The Royal Albert Hall

July 2-3
International Business Communications: Tax aspects of international treasury management (01-236 4080) Cafe Royal, W1

July 7-9
The Institute of Petroleum: Introduction to petroleum economics (01-636 1004) 61 New Cavendish Street W1

July 8-9
Crown Eagle: Defence contract management and negotiation (01-242 4111) The Tower Hotel, E1

July 9-11
HS Conferences: Three days of theft, fraud and negligence (01-935 2382) Cafe Royal, W1

July 10
The Royal Institute of International Affairs: China's seventh Five Year Plan: an assessment (01-930 2233) Chatham House, SW1

July 11
University of Cambridge: Water privatisation (0223 335860) Selwyn College

July 18
Legal Studies and Services: Mergers and acquisitions — strategic tax and accounting issues (01-236 4080) Royal Lancaster Hotel, W2

August 26-28
FT Conference: World aerospace to the end of the century (01-621 1355) Hotel Inter-Continental, W1

September 4-5
Euromoney Conferences: Eurobonds '86 New opportunities in creative markets (01-236 3288) Grosvenor House, W1

Anyone wishing to attend any of the above events is advised to telephone the organisers to ensure that there has been no change in the details published.

Financial Times Conferences

WORLD AEROSPACE TO THE END OF THE CENTURY
London — August 26, 27 and 28, 1986

The Financial Times has invited a distinguished galaxy of top executives from the world's airline and aerospace industry and regulatory authorities to address the theme World Aerospace to the End of the Century. The three day conference will be held on 26, 27 and 28 August 1986 in advance of the Farnborough International Air Show. The aim will be to present to delegates the views of many of the leaders of world aviation so as to generate a background of understanding of future trends against which the Farnborough Air Show can be viewed.

PACIFIC BASIN OIL AND GAS—PRICES, INVESTMENT AND THE BUSINESS OUTLOOK
Hong Kong — September 25 and 26, 1986

The FT conference programme has a strong tradition in the energy field. This year's major oil and gas forum is to be held at the Hong Kong Meridien on September 25 and 26 in association with Petroleum News. Ir Wijarso, the leading Indonesian official, Mr Zou Ming, Senior Adviser to the China National Offshore Oil Corporation, Mr Paul Ravesies, President of Arco Petroleum and Mr Dick van Hilten, Chairman and Chief Executive of Shell Refining in Singapore will be members of a prominent panel of speakers under the chairmanship of Mr Peter Gaffney of Gaffney, Cline and Associates and Mr Chote Sophonpanich of the Bangkok Bank.

ELECTRONIC FINANCIAL SERVICES
London — October 15 and 16, 1986

The Financial Times fourth conference on Electronic Financial Services will be held on 15 and 16 October, 1986 and will precede the International Financial Services and Technology '86 Exhibition to be held at the Barbican Centre. This 1986 meeting will address the theme Electronic Financial Services—The Key to Competitive Advantage and will feature papers by Mr Trevor Nicholas, Mr Fabio Chiusa, Mr William Murphy, Mr Doug McCallum, Mr Jean François de la Court, Mr Bessell Kok and Mr Colin Hesp.

All enquiries should be addressed to:
The Financial Times
Conference Organisation
Minster House, Arthur Street
London EC4R 9AX
Tel: 01-621 1355 (24-hour answering service)
Telex: 27347 FTCONF G
Cables: FINCONF LONDON

WORLD STOCK MARKETS

AUSTRIA

1986 High	1986 Low	June 13	Price Sch
2,650	2,200	Credit'nst'lt pp *	2,250
3,850	3,075	Goesser *	3,500
16,000	13,300	Interunfall *	14,100
21,750	18,000	Jungbunzlauer *	18,900
2,475	1,950	Laenderbank *	2,230
795	585	Perlmooser	660
211	150	Steyr Daimler	165
12,500	8,850	Veitscher Mag *	11,450

BELGIUM/LUXEMBOURG

1986 High	1986 Low	June 13	Price Frs.
3,500	2,290	B.B.L.	3,040
15,600	9,600	Banq. Gen. Lux.	15,600
17,000	9,400	Banq. Int.A.Lux.	15,350
14,500	8,250	Bekaert	10,800
4,660	2,640	Ciment CBR	3,495
195	142	Cockerill	142
13,950	8,310	Delhaize	13,950
4,940	3,580	EBES	4,245
17,350	10,425	Electrobel	14,850
2,700	1,970	Fabrique Nat	2,100
7,760	3,580	GB Inno BM	6,980
4,525	2,695	GBL (Brux)	3,075
6,800	4,510	Generale Bank	5,840
6,850	4,750	Gevaert	5,780
8,150	6,700	Hoboken	7,000
3,995	2,880	Intercom	3,380
17,500	10,100	Kredietbank	16,675
11,650	9,900	Pan Holding	11,560
8,050	6,050	Petrofina	8,050
25,000	17,200	Royale Belge	24,000
3,270	2,120	Soc. Gen. Belge	2,850
11,600	7,710	Sofina	9,320
8,920	6,050	Solvay	7,590
585	460	Stanwick Intl.	460
6,340	4,675	Tractionel	5,850
7,500	5,300	UCB	7,500
6,200	3,705	Wagons Lits	5,280

DENMARK

1986 High	1986 Low	June 13	Price Knr. %
424	344	Andelsbanken	344
670	515	Baltica Skand	640
348	255	Cop Handelsb'nk	266
470	370	D. Sukkerfab	388
381	314	Danske Bank	318
1,860	1,480	De Danske Luft	1,670
298	212	East Asiatic	216
1,340	900	Forenede Brygg.	1,140
268	203	Forenede Damp.	213
665	470	GNT Hld.	480xr
820	585	I.S.S.B.	670
845	550	Jyske Bank	570
273	258	Novo Inds*	269
339	264	Privatbanken	270
470	319	Provinsbanken	333
339	278	Smidth (F.L.) B	294
1,020	875	Sophus Berend	875
331	250	Superfos	269

FRANCE

1986 High	1986 Low	June 13	Price Frs.
1,630	1,475	Emprunt 4½% 1973	1,560
7,965	7,190	Emprunt 7% 1973	7,830
493	298	Accor	374
845	608	Air Liquide	735
718	608	BIC	603
2,210	1,610	Bongrain	1,820
1,365	909	Bouygues	1,090
4,140	2,730	BSN Gervais	3,550
2,500	1,368	Cit. Alcatel	2,050
2,914	2,212	Carrefour	2,655xc
625	458	Club Mediter'n	490
1,386	872	Cie Bancaire	1,021
468	347.5	Cofimeg	445
2,525	1,721	Damart	1,940
3,410	2,152	Darty	3,370
1,470	1,050	Dumez S.A.	1,289
1,688	877	Eaux (Cie Gen)	1,297
373	196	Elf-Aquitaine	295
2,905	2,000	Essilor	2,575
1,020	714	Gen.Occidentale	930
115.5	69	Imetal	73
1,613	745	Lafarge Coppee	1,242
3,960	2,805	L'Oreal	3,160
4,080	2,640	Legrand	3,585
350	169	Maisons Phenix	220
2,639	1,480	Matra S.A.	2,021
3,459	1,725	Michelin B	2,655
6,670	4,550	Midi (Cie)	5,320
2,650	1,875	Moet Hennessy	1,951
115	64.7	Moulinex	87.8
241	155.1	Nord Est	155.1
1,265	807	Pernod Ricard	989
736	481	Perrier	668
404	295	Petroles Fra.	385
1,150	512	Peugeot S.A.	879
738	417	Printemps (Au.)	515
995	421	Radiotech.	850
2,600	1,740	Redoute	1,875
1,799	1,302	Roussel-Uclaf	1,355
687	390	Sefimeg	501
1,490	1,100	Skis Rossignol	1,206
3,855	2,640	Telemec Elect	2,875
1,439	832	Thomson (CSF)	1,335
619	348	Valeo	515

NORWAY

1986 High	1986 Low	June 13	Price Kroner
173.5	142	Bergens Bank	152.5
477.5	324	Borregaard	332.5
179	151.5	Christiania Bank	161.5
185	146	Den Norske Cred	154
126	94	Elkem	107
197.5	139	Kosmos	156.5
191	120	Kvaerner	127.6
156.2	90	Norcem	93
243.7	200	Norsk Data	222.5
161	128	Norsk Hydro	159.3
285	205	Storebrand	255

SPAIN

1986 High	1986 Low	June 13	Price Pta %
920	415	Bco Bilbao	899
736	347	Bco Central	637
470	207	Bco Exterior	405
505	207	Bco Hispano	399
1,100	439	Bco Popular	995
770	420	Bco Santander	632
1,340	595	Bco Vizcaya	1,250
428.5	155	Dragados	315
148	82.5	Hidrola	120
201	101.5	Iberduero	161
458	172	Petroleos	336.5
228.5	126.5	Telephonica	187

GERMANY

1986 High	1986 Low	June 13	Price Dm
360	265	AEG	326
2,675	1,190	Allianz Vers	2,500
351.8	260.2	BASF	285.2
350	270	Bayer	309.8
688	515	Bayer-Hypo	575
675	468	Bayer-Verein	580
593	465	BHF-Bank	510
645	483	BMW	575
326	232.5	Brown Boveri	298.2
377.5	288	Commerzbank	326.5
278	203	Cont'l Gummi	278
1,549.5	1,147	Daimler-Benz	1,434
654	486	Degussa	449.0
240	188	D'scne Babcock	208
980	725.7	Deutsche Bank	815
505	353.3	Dresdner Bank	454
345	290	Feld-Muehle	307
280	205	GHH	249
459	380	Henkel	410
980	710	Hochtief	980
327	265	Hoechst	273.5
201	157	Hoesch Werke	179
660	470	Holzmann (P)	525
246	180	Horten	191.2
527	426	Hussel	512
405	318	Karstadt	351
492	350	Kaufhof	468
393	237.5	KHD	239
125	89.0	Kloeckner	90.2
775	579	Linde	730
311.8	198	Lufthansa	198
247	179	MAN	208
311.8	209.8	Mannesmann	213
1,374	993	Mercedes Hld	1,265
450	305	Metallgesell	331
4,350	2,800	Muench Rueck	3,000
650	548	Nixdorf	597
1,420	995	Porsche	1,035
297	172.5	Preussag	197
275	195	Rhein West Elect	239.5
898	330	Rosenthal	350
670	514	Schering	592.3
898.5	605.7	Siemens	643
198	152	Thyssen	167.5
390	239	Varta	359.5
346	270.8	Veba	269
202	140	V.E.W	172
550	392	Verein-West	513
684	495	Volkswagen	550

NETHERLANDS

1986 High	1986 Low	June 13	Price Fls
345	268	ACF Holding	340
123.2	99.3	AEGON	111.0
90.2	69.5	Ahold	87.7
181.9	148.4	AKZO	170.6
609.5	537	ABN	575.0
93.8	73.8	AMEV	80.5
117	94.5	AMRO	106.5
230	193	Bredero Cert	230.0
19.9	13	Bos Kalis Westm	16.1
185	135	Buehrmann-Tet	180.0
33	17.5	Calland Hlgs	17.6
188	156.8	Dordtsche Pet'm	183.5
219	154	Elsevier-NDU	214.0
96.2	77.5	Fokker	93.4
304	255	Gist Brocades	286.5
182.5	150.0	Heineken	172.7xc
118	76.2	Hoogovens	114.5
75	55.5	Hunter Doug N/V	59.9
80.0	66.5	Int Mueller	80.0
55.8	45.4	KLM	48.6
149.5	118.7	KNP	148.5
53.5	47.3	Naarden	58.3
89.5	71.5	Nat Ned Cert	86.6
255.5	187.5	Ned Mid Bank	204.0
219.9	163	Nedlloyd	176.0
520	410	Oce Grinten	496.0
37.3	30.4	Ommeren (Van)	35.9
92.5	50.0	Pakhoed	52.4
55.7	53.8	Philips	54.9
95.6	82.9	Robeco	92.8
142.1	133	Rodamco	140.2
87.8	72.2	Rolinco	85.3
81.1	46.6	Rorento	50.1
196.6	164.8	Royal Dutch	194.2
477.5	347.7	Unilever	460.0
520.0	267.2	VMF Stork	320.0
347	270.5	VNU	336.0
300	239	Wessanen	300.6
108.5	45.7	West Utr Bank	50

SWITZERLAND

1986 High	1986 Low	June 13	Price Frs.
6,500	4,460	Adia Intl	6,300
765	650	Alusuisse	720
4,850	3,500	Bank Leu	3,550
2,295	1,520	Brown Boveri	1,850
4,550	3,450	Ciba Geigy	3,550
3,425	2,510	do. (Part Certs)	2,645
3,910	3,100	Credit Suisse	3,690
3,890	3,370	Elektrowatt	3,425
1,675	1,125	Fischer (Geo.)	1,560
141,000	111,750	Hoff-Roche PtCts	114,250
14,000	11,150	Hoff-Roche 1/10	11,875
8,225	7,100	Jacobs Suchard	7,850
3,860	3,100	Jelmoli	3,350
2,355	1,800	Landis & Gyr	1,810
9,500	8,000	Nestle	8,200
2,040	1,420	Oer-Buehrle	1,865
495	378	Pirelli	460
13,375	10,200	Sandoz (Br)	11,800
2,030	1,630	Sandoz (PtCts)	1,868
900	760	Schindler (PtCts)	760
1,980	1,500	Sika	1,560
7,300	5,900	Surveillance	7,000
2,220	1,600	Swissair	1,640
625.5	534	Swiss Bank	538
19,700	13,300	Swiss Reinsce	17,400
2,750	2,340	Swiss Volksbk	2,450
5,790	4,850	Union Bank	5,465
6,600	4,620	Winterthur	5,725
8,775	6,750	Zurich Ins	7,525

SINGAPORE

1986 High	1986 Low	June 13	Price $
1.20	0.76	Boustead Hldgs	1.10
3.06	2.17	Cold Storage	2.98
6.55	4.4	DBS	6.35
4.62	3.3	Genting	4.42
2.74	1.64	Haw Par. Bros	2.69
2.50	1.74	Hong Leong Fin	2.19
2.01	1.02	Inchcape Bhd	1.95
1.46	0.4	Keppel Shipyard	1.40
4.66	3.04	Malay Banking	3.58
1.69	0.98	Malay Utd Ind	1.38
0.6	0.30	Multi Purpose	0.46
7.55	5.85	OCBC	6.95
2.96	2.13	OUB	2.86
1.78	0.80	Public Bank	1.02
1.43	0.82	Sime Darby	1.40
6.80	5.65	Singapore Air	6.50
6.80	5.5	Singapore Press	5.75
3.00	1.86	Straits Trdg	2.88
2.40	1.91	Tat Lee Bk	2.55
3.80	2.22	UOB	3.68

JAPAN

1986 High	1986 Low	June 13	Price Yen
1,970	1,150	Ajinomoto	1,920
1,080	745	All Nippon Air	1,030
2,140	1,550	Alps Electric	1,960
906	725	Asahi Chem	886
1,280	890	Asahi Glass	1,250
865	691	Bank Tokyo	802
742	512	Bridgestone	785
657	540	Brother Inds	610
1,200	950	Canon	1,020
1,840	1,450	Casio Comp	1,600
1,440	921	Chugai Pharm	1,250
1,760	715	Daiei	1,600
1,700	1,460	Dai-Ichi Kan. Bk	1,510
470	300	Dai Nippon Ink	446
2,000	1,270	Dai Nippon Ptg	2,000
1,500	841	Daiwa House	1,400
1,870	754	Daiwa Sec.	1,620
1,850	1,320	Eisai	1,670
7,750	5,500	Fanuc	6,750
1,700	1,460	Fuji Bank	1,620
2,960	1,650	Fuji Film	2,610
2,070	888	Fujisawa	1,220
1,150	956	Fujitsu	925
455	324	F'urukawa Elect	425
2,440	1,980	Green Cross	2,190
1,120	794	Heiwa Real Est	991
920	723	Hitachi	875
1,620	1,150	Hitachi Credit	1,610
1,260	1,080	Honda	1,170
1,650	1,000	Indl. Bk. Japan	1,580
246	150	Ishikawajima Hr	246
410	333	Isuzu Motors	390
534	415	Itoh (C)	485
4,150	2,950	Ito. Yokado	3,910
13,700	8,800	JAL	9,800
1,590	953	Jusco	1,500
902	465	Kajima	895
1,650	986	Kao Soap	1,600
183	134	Kawasaki Steel	183
1,620	737	Kirin	1,480
197	172	Kobe Steel	187
516	462	Komatsu	484
738	658	Konishiroku	703
415	339	Kubota	367
924	750	Kumagai	894
4,960	4,020	Kyocera	4,100
382	311	Marubeni	358
2,580	1,540	Marui	2,490
416	372	Mazda Motos	397
843	535	Meija Seika	799
1,660	1,160	MEI	1,610
1,880	1,430	M'bishi Bank	1,450
752	506	M'bishi Chem	742
789	589	M'bishi Corp	770
375	328	M'bishi Elect	350
2,230	1,070	M'bishi Estate	2,300
426	353	MHI	388
1,170	951	Mitsui Bank	1,040
518	405	Mitsui	459
1,800	989	Mitsui Estate	1,780
330	209	Mitsui Toatsu	320
1,140	590	Mitsukoshi	1,190
1,120	885	NGK Insulators	955
1,240	675	Nikko Sec.	1,240
1,540	1,200	Nippon Denso	1,390
1,650	1,160	Nippon Elect	1,510
950	660	Nippon Express	870
2,000	1,360	Nippon Gakki	2,000
1,200	965	Nippon Kogaku	1,080
166	128	Nippon Kokan	168
1,250	791	Nippon Oil	1,190
614	447	Nippon Seiko	579
1,270	758	Nippon Shimpan	1,270
186	154	Nippon Steel	177
502	338	Nippon Suisan	495
510	293	Nippon Yusen	421
588	525	Nissan Motor	558
840	634	Nisshin Flour	815
2,850	1,010	Nomura	2,850
1,330	960	Olympus	1,240
485	311	Onoda Cement	486
1,190	910	Orient Finance	1,130
4,080	2,560	Orient Leasing	3,890
2,460	1,650	Pioneer	2,400
1,130	856	Ricoh	913
1,570	1,070	Sankyo	1,560
1,470	1,220	Sanwa Bank	1,280
460	386	Sanyo Elect	418
1,100	632	Sapporo	1,100
1,240	800	Sekisui Prefab	1,200
9,710	6,050	Seven-Eleven	7,630
1,070	911	Sharp	996
612	350	Shimizu Constn.	579
1,200	760	Shionogi	1,150
2,000	1,310	Shiseido	2,000
425	307	Showa Denko	397
4,160	3,430	Sony	3,460
2,230	1,570	S'tomo Bank	1,830
404	336	S'tomo Chem	400
890	725	S'tomo Corp	810
1,230	840	S'tomo Elect	1,160
156	137	S'tomo Metal	156
540	308	Taisei Corp	540
814	496	Taisho Marine	814
760	675	Taiyo Kobe Bank	695
1,660	987	Takeda	1,620
4,480	3,570	TDK	3,850
585	457	Teijin	518
1,800	1,110	Toa. Nenryo	1,790
1,030	760	Tokai Bank	980
1,430	833	Tokio Marine	1,330
4,110	2,690	Tokyo Elect Pwr	4,000
449	277	Tokyo Gas	449
958	565	Tokyu Corp	950
1,770	974	Toppan Print	1,580
632	465	Toray	560
447	357	Toshiba Elect	411
2,400	1,490	Toyo Seikan	2,300
1,660	1,130	Toyota Motor	1,560
290	200	UBE Inds	289
3,250	1,490	Victor	3,050
775	630	Yamaha	765
1,200	680	Yamaichi Sec	1,200
3,480	2,920	Y'manouchi Phm	3,000
1,650	777	Yamazaki	1,470
740	496	Yasuda Fire	700

SWEDEN

1986 High	1986 Low	June 13	Price Kronor
230	176	AGA	203
378	245	Alfa-Laval B	340
368	205	ASEA (Free)	356
670	490	Astra (Free)	655
252	166	Atlas Copco	216
306	263	Cardo (Free)	305
262	159	Cellulosa	253
312	194	Electrolux B	267
299	216	Ericsson B	225
570	460	Esselte	560
291	178	Mo och Domsjo	240
252	187	Pharmacia	207
890	495	Saab Scania Free	800
935	575	Sandvik	930
530	330	Skandia	510
389	286	SKF	347
190	136	Sonneson	176
325	157	Stora Kopparbrg	283
374	220	Swedish Match	368
433	300	Volvo B (Free)	407

AUSTRALIA

1986 High	1986 Low	June 13	Price Aust. $
3.60	2.55	ACI Intl	3.55
16.6	11.5	Adelaide Steams	12.6
3.8	2.88	Amcor	3.38
6.3	4.4	ANZ Group	5.32
3.22	2.26	Ampol Pet	2.50
1.75	1.16	Ashton	1.70
3.85	2.1	Aust. Guarantee	3.5
3.70	2.88	Aust. Nat. Inds	3.30
9.6	5.9	Bell Group	9.5
5.79	3.70	Bell Res	4.35
3.55	2.05	Bond Corp Hldgs	3.28xr
5	3.26	Boral	4.6
2.75	1.9	Bougainville	2.72
7.10	4.3	Brambles Inds	6.80
1.89	0.59	Bridge Oil	0.68xr
9.1	6.32	B. H. Prop.	8.86
7.80	5.3	Burns Philip	7.0
7.4	5.48	CRA	6.50
3.78	2.92	CSR	3.56
9.40	5.4	Chase Corp	8.5
1.24	0.73	Claremont Pet	0.75
6.4	4.1	Coles Myer	5.44
2.50	1.80	Comalco "A"	2.38
0.25	0.14	Consolidated Pet	0.16
2.70	2.20	Costain Aust	2.20
5.08	2.0	Elders IXL	4.80
1.82	1.42	Energ Res	1.5
2.78	2.16	Gen. Prop. Trust	2.78
3.70	3.18	Hardie (James)	3.46
2.12	1.60	Hartogen Energy	1.9
7.10	4.65	Herald W'yTimes	6.40
2.8	2.12	ICI Aust	2.65
0.24	0.18	Jimberlana F.P.	0.22
0.2	0.14	Kia Ora Gold	0.15
5.6	4.9	Kidston Gold	6.3
9.8	5.74	Lend Lease	9.0
3.12	2.10	MIM	2.25
3.85	3.2	Mayne Nickless	3.25
5.6	4.0	Nat. Aust. Bank	5.95
26.0	9.02	News	19.5
3.60	2.4	Nicholas Kiwi	3.40
1.00	0.65	NorandaP'ci/P'pd	1.00
2.81	1.70	North Bkn Hill	1.98
1.28	0.75	Oakbridge	0.91
4.0	2.5	Pacific Dunlop	3.38
2.2	1.72	Pancontinental	1.98
3.10	2.62	Pioneer Conc	2.81
3.07	2.02	Poseidon	3.00
1.80	1.34	Queensland	1.78
4.8	3.9	Reckitt & Colman	4.6
2.35	1.5	Repco	2.35
5.56	3.6	Santos	3.8
5.2	4.2	Smith (Howard)	4.6
4.15	2.18	Thos. Natwide	3.40
5.7	5.2	Tooth	6.0
3.1	1.95	Vamgas	2.22
5.88	3.10	Western Mining	3.23
5.26	4.5	Westpac Bank	4.84
1.2	0.93	Woods'de Petrol	0.95
3.65	3.10	Woolworths	3.12
4.75	3.35	Wormald Intl	3.09

SOUTH AFRICA

1986 High	1986 Low	June 13	Price Rand
3.00	1.8	Abercom	2.15
12	8.90	AE&CI	10.5
70.50	53	Allied Tech	70.5
60.50	37.5	Anglo Am Coal	37.5
46	38.5	Anglo Am. Corp	46
275	205	Anglo Am. Gold	253
22	18.25	Barclays Bank	19
18.2	14.35	Barlow Rand	17.15
90	62	Buffels	83
2.6	1.85	CNA Gallo	2.35
5.36	4.3	Currie Finance	4.4
29.0	16.7	De Beers	27.25
60.5	49.25	Driefontein	56.0
40.25	29.25	F.S.Cons	33
45.0	32	Gold Fields S.A.	41
16.5	5	Highveld Steel	6.8
10	6.2	Malcor	9.8
9.5	5.75	Nedbank	6.05
14.75	11.5	OK Bazaars	13.5
65.0	45	Rembrandt	59
36	26	Rust Plat	35
17.4	13	Safren	16.75
11.4	9.5	Sage Hldgs	10.25
10.7	8.2	SA Brews	9.90
30.5	24	Smith (CG)	26
8.4	7.4	Tongaat Hulett	7.6

HONG KONG

1986 High	1986 Low	June 13	Price H.Kg.
25.7	18.4	Bank East Asia	18.6
5.70	5.15	Cathay Pacific	5.5
22	17.9	Cheung Kong	20.4
17.2	15	China Light	15.8
0.75	0.58	Evergo	0.62
40.4	35	Hang Seng Bank	35
2.20	1.66	Henderson Land	2.15
15.7	11.8	HK China Gas	15.7
9.30	8.3	HK Electric	8.85
7.8	5.2	HK Kowloon Wh.	7
6.95	5.5	HK Land	5.9
7.30	6.25	HK Shanghai Bk	6.8
12.2	9.3	HK Telephone	12
31.5	24	Hutchison Wpa	28.9
14.6	11	Jardine Math	12.5
7.15	5.3	New World Dev	5.90
13.4	10.6	SHK Props	12.4
1.13	0.86	Shell Elect	0.86
14.3	9.9	Swire Pac A	11.8
6.85	5	TV—B	5.85
—	—	Winsor Inds	8.60
2.77	2.07	World Int. Hldgs	2.40

ITALY

1986 High	1986 Low	June 13	Price Lire
34,995	19,980	Banco Com'le	26,000
858	701	Bastogi-IRBS	739
4,780	3,050	Centrale	3,501
15,400	6,160	C.I.R.	12,800
4,590	3,151	Credito Italiano	3,770
15,000	6,531	Fiat	12,600
165,900	75,150	Generali Assicur	131,000
79,850	48,200	Italcementi	69,000
1,430	920	La Rinascente	1,087
4,535	2,705	Montedison	3,050
18,890	8,710	Olivetti	15,600
8,970	6,085	Pirelli Co	7,355
6,510	3,370	Pirelli Spa	5,175
6,885	4,780	Saipem	6,200
7,650	4,944	Snia BPD	5,851
64,000	24,250	Toro Assic	52,500

NOTES—Prices on this page are as quoted on the individual exchanges and are last traded prices. § Dealings suspended. xd Ex dividend. xc Ex scrip issue. xr Ex rights. xa Ex all. * Price in Danish Kroner.

CANADA

TORONTO
Closing prices June 13

Sales	Stock	High	Low	Close	Chng
60140	AMCA Int	$17½	17	17½	+½
900	Abertord	$5¼	5¼	5¼	-⅛
433100	Abitibi Pr	$25¼	25	25	+⅛
6450	Agnico E	$23	22½	22½	-½
11308	Albrta En	$12	11⅞	12	
4500	Albrta N	$12½	12⅜	12½	
51391	Alcan	$44¼	43¼	44⅛	+⅞
2264	Algoma St	$15⅜	15⅛	15⅜	+⅛
7500	Asamera	$9¾	9½	9⅝	+¼
46887	Atco I f	$8½	8½	8½	-⅛
600	Atco II	$8¾	8⅝	8⅝	
7500	BC Sugar A	$20	19¾	20	+¼
1400	BGR A	$8⅛	8	8⅛	
200	BP Canada	$29½	29½	29½	
1500	Banister C	$10	10	10	
32225	Bk BCol	340	330	340	+5
18115	Bk Montl	$33⅛	32⅞	32⅞	
144327	Bk NScot	$15⅝	15⅜	15½	+⅛
123807	Bell Can	$38	37⅝	37¾	
1000	Bluesky	245	245	245	
6805	Bonanza R	165	155	160	
17451	Bow Valy	$10¾	10⅜	10½	+⅛
4020	Bralorne	145	135	145	+10
400	Bramalea	$20¼	20	20¼	
98711	Brascan A	$25⅞	25½	25⅞	+⅜
10080	Brkwater	$6	5⅞	5⅞	-⅛
19545	BC ForP	$12¾	12½	12½	
18110	BC Res	140	136	140	+2
6337	BC Phone	$27¾	27½	27⅝	-⅛
2550	Brunswk	$15	14¾	15	+¼
69026	CAE	$22⅝	22	22½	+½
33720	CCL B f	$19½	19	19¼	-¼
825	CIL	$31¾	31¾	31¾	
7300	Cad Frv	$20	19⅞	19⅞	
7100	Cambridg	$23½	23¼	23½	
6270	Camp RLk	$22⅝	22	22⅝	+⅜
53263	Camp Res	165	150	150	-10
1850	Camp Soup	$33½	33	33¼	
2000	Campeau f	$27	26½	27	+⅛
3535	CCem ex p	$15	15	15	+⅞
3925	CDC f	$7¾	7½	7½	
300	Can Malt	$18⅝	18⅝	18⅝	-⅛
323800	C Nor West	$16	15¾	15¾	
1050	C Packrs	$44½	44¼	44¼	
600	Cdn GE	$102	101	101	-1
200	CG Invest	$56½	56½	56½	
198800	CI Bk Com	$18¼	18	18¼	+¼
1650	C Marconi	$25⅛	25	25	
22757	C Occidental	$18	17⅝	17¾	
183692	CP Ltd	$17⅛	16⅞	17⅛	+⅛
31448	CTire A f	$14⅞	14¾	14¾	
26000	CUtil A f	$18½	18¼	18¼	-¼
10252	CUtil B	$18⅝	18¼	18⅝	-⅛
3100	Canlor	$12⅞	12¾	12⅞	+¼
4200	Canron A	$17½	17¼	17¼	
26300	Cara	$32¾	32½	32¾	
20100	Cara A f	$32½	32¼	32¼	+⅛
25735	Carl OK	$14¼	14	14	-¼
20745	Carma A	22	21	21	-1
6064	Celanese	$18	18	18	
16200	CentFd A	$6⅝	6¼	6½	+⅛
19347	Centrl Tr	$21¾	21⅝	21⅝	+⅛
800	Chieltan	$8⅝	8⅝	8⅝	
67100	Cominco	$14½	14¼	14¼	-⅛
15700	Computlog	$5½	5¼	5½	
3350	Comput In	360	355	360	+10
2000	Comterm	165	165	165	+10
18406	Con Bath A	$25¼	24½	25	+½
10520	CDistb B f	$7¾	7⅝	7¾	+⅛
9685	Cons Gas	$26½	26⅛	26½	
37600	Con Glass	$23½	23½	23½	-½
21350	CTL Bank	$9⅝	9⅜	9⅝	+¼
5104	Conwst B	$9⅛	8⅞	9	+¼
3100	Corby	$20½	20¼	20¼	
420	C Falcon C	$18⅝	18⅝	18⅝	
2900	Coseka R	116	116	116	
1500	Costain Ltd	$16¼	16	16¼	+¼
3616	Crownx	$33½	33	33½	+½
14000	Crownx A f	$14⅞	14⅜	14⅞	+⅝
1500	Czar Res	145	140	145	
4800	Denison A p	$7¼	6⅞	7¼	+⅛
21350	Denison B f	$6⅞	6¾	6⅞	+⅛
1200	Develcon	360	350	350	-15
700	Dickman A f	$7¼	7⅛	7⅛	-⅛
550	Dickman B	$7¼	7⅛	7⅛	-⅜
34446	Dofasco	$30½	30	30⅛	-⅝
10281	Dome Cda	485	450	455	-5
11750	Dome Mine	$9	8¾	8¾	
58781	Dome Pete	140	136	138	+2
51100	D Textile	$21	20¾	21	+⅜
11361	Domtar	$31½	31⅜	31½	+⅛
500	Donohue	$23½	23½	23½	-⅝
102	Du Pont A	$33½	33½	33½	
439330	Dylex A	$18½	17	18⅛	+1¼
100	E-L Fin	$59¾	59¾	59¾	-¼
66647	Echo Bay	$21⅞	21½	21¾	+¼
2130	Emco	$30½	30	30½	+½
4800	Equity Svr	410	405	410	+5
34700	FCA Intl	$17⅝	17⅜	17⅜	-¼
12900	Fcnbrdg	$22½	22⅛	22¼	+⅛
146914	Fed Ind A	$17¼	16½	16⅞	+½
3680	Finning B f	$14¾	14½	14½	
16770	FCity Fin	$15¾	15¼	15¾	+½
445	Ford Cnda	$170	167	170	-2
15528	Gandalf	$10⅛	9⅞	10	+⅛
9205	Gaz Metr	$12	11¾	11¾	
2700	Geac Comp	$5¼	5¼	5¼	
1300	Gendis A	$21⅞	21½	21¾	+⅛
1100	Gbrltar	$10⅛	10	10	
3800	Goldcorp f	$6¼	6⅛	6¼	
1300	Grafton A f	$20½	20⅛	20½	+⅜
300	GL Forest	$23½	23¼	23¼	-½
3407	Greyhnd	$27½	27¼	27½	+⅜
5900	GuarPA f	$12⅛	12	12	
11970	Gulf Can	$15⅛	14⅞	15⅛	+⅛
440	Hawker	$28	28	28	
100	Hayes D	$14⅝	14⅝	14⅝	+⅜
10086	Hees Intl	$35⅜	35⅜	35⅜	+⅛
1946	H BayMn s	$7½	7¼	7¼	-⅛
9045	H Bay Co	$29	28⅝	29	+¼
85075	Husky Oil	$8¼	8⅛	8⅛	-⅛
77349	Imasco	$34⅞	34⅝	34¾	+⅛
37409	Imp Oil A	$39¼	38⅞	39⅛	+⅜
20133	Inco	$20	19⅝	19⅞	+⅜
5760	Indal	$18¼	17⅝	17⅝	-⅝
2200	Inland Gas	$11⅞	11¾	11⅞	
13830	Innopac	$18⅝	18¼	18⅝	+⅜
6976	Inter City	$15¼	15⅛	15⅛	
94850	Intl Thom	$11⅛	11	11	-⅛
24300	Intpr Pipe	$44¼	44	44	-¼
1724	Ipsco	$9¼	9¼	9¼	
25950	Ivaco A f	$24¼	24⅛	24⅛	-⅛
3061	Jannock	$28½	27⅞	28½	+¼
1410	Kerr Add	$16	15⅞	16	+¼
200	Kiena Gld	$21	21	21	-¼
28365	Labatt	$47¾	46⅞	47½	+1½
12135	LL Lac	$23⅛	22⅞	23	+⅛
8050	Lacana	$8½	8	8⅛	+½
27460	Laidlaw A	$20¼	19⅞	20¼	+¼
240275	Laidlw B f	$20⅜	20	20¼	+¼
11100	Leigh Inst	$5⅝	5⅝	5⅝	+⅛
21431	Loblaw Co	$13¾	12¾	12⅞	-⅜
5550	Lumonics	$15	14⅝	14⅝	-½
70745	MICC	$7¾	7⅝	7¾	
567	MSR Ex	245	245	245	-5
4901	Mclan H X	$19	18½	18¾	+½
600	Mcln HY f	$17¾	17¾	17¾	
183984	Macmillan	$35½	34	35¼	+1¼
17380	Magna A f	$33½	33¼	33¼	-⅛
11512	Marlime f	$15½	15⅜	15½	+⅛
140628	Mass Fer	415	410	410	
36	Mc Intyre	$43½	43½	43½	
1350	Merland E	187	185	187	+2
6050	Minet Res	295	285	290	
11750	Mitel Corp	$7½	7¼	7¼	-⅛
68500	Moffat	$14⅜	14¼	14¼	
7079	Molson A f	$29	28⅛	28⅞	+¾
980	Molson B	$29	28¼	28¾	+⅝
1639	Moneco A f	$5¼	5¼	5¼	
900	M Trusco	$26⅜	26⅜	26⅜	+⅛
27655	Moore	$36	35¾	36	+1
552	Murphy	$19½	19½	19½	+⅛
4760	Nat Bk Can	$26⅞	26¾	26¾	+⅛
10000	Nr Vg Trco	$27	27	27	
1800	Nfl CapA f	$8⅞	8¾	8⅞	
500	Nfld LP A	$19	18⅞	18⅞	-⅛
429986	Noranda	$18⅞	18⅝	18¾	+⅛
381	Norcen	$13¼	13¼	13¼	-⅛
3051	Norcn ord f	$12½	12⅜	12½	+⅛
230392	Nor Tel	$40½	40¼	40½	
2500	Northgat	450	440	440	
425423	Nva AltA f	480	470	470	-10
31240	Nowsco W	$11½	11	11	-⅛
5235	Nu West	32	32	32	-1
3400	Numac	$9	8½	9	+½
1000	Oakwood	345	325	325	-25
312	Oakwd A f	170	170	170	
8000	Ocelot B f	285	275	285	+10
5655	Omega Hyd	450	445	445	-20
37470	Oshawa A f	$44½	43¾	44¼	+⅞
9330	PacW Airl	$14¾	14¼	14¾	+¼
20400	Pgurin A f	$16	15¾	16	
21400	Pamour	$11½	11¼	11¼	
7900	PanCan P	$24¼	24⅛	24¼	+¼
2202	Pegasus	$8⅝	8¾	8⅝	+⅛
2000	PJewl A f	$14	13¾	13¾	-⅜
350	Pine Point	$13¾	13¼	13¼	-½
217879	Placer D	$25¼	24¼	25	+⅞
12800	Poco Pet	$8⅝	8⅜	8⅜	-¼
31300	Powr Cor f	$19½	19¼	19⅜	+¼
55200	Precamb	345	345	345	+5
13500	Provigo	$20¼	20¼	20¼	+⅛
2200	Que Sturg	$5	490	490	
300	Quebecor	$17¾	17¾	17¾	+⅛
39900	Ranger	$5⅞	5¾	5¾	-⅛
1100	Rayrock f	$6⅜	6¼	6¼	
3700	Redpath	$25½	25¼	25½	
800	Regionl R	260	260	260	-5
800	Reitman A f	$33¼	33¼	33¼	
28947	Rio Algom	$23¾	23⅝	23¾	+¼
5080	Rogers A	$26½	24⅝	24½	-2
43331	Rogers B f	$26½	24½	24⅝	-2
3460	Roman	$9	8¾	9	
2200	Rothman	$39	38¾	38¾	-⅛
240828	Royal Bnk	$32¼	31⅞	32	
27055	RyTrco A	$31¾	31⅝	31½	-¼
57963	Royex	350	340	350	+5
1850	StL CemA f	$17¼	16¾	17¼	+¾
24199	Sceptre	273	270	270	
800	Scot Paper	$33½	33½	33½	
25400	Scotts f	$39⅞	39⅞	39⅞	-⅛
200	Scotts C	$40	40	40	
85193	Seagram	$83⅜	82⅜	83	+½
13709	Sears Can	$14½	14¼	14½	+⅛
300	Selkirk A f	$24	24	24	
2325	Shell Can	$23	22⅝	23	+⅜
4885	Sherritt	$6⅞	6¾	6⅞	+⅛
103000	Southm	$24⅝	24½	24½	
4543	Sper Aero f	$26½	26⅜	26⅜	-⅛
450	Steinbg A f	$45¾	45¾	45¾	+¼
12377	Stelco A	$25⅝	25⅛	25⅝	+⅛
94000	Sulpiro	38	35	36	
85277	Teck B f	$23⅛	22¾	23	+¼
9657	Terra Mn	240	230	230	-1
2800	Texaco Can	$27¼	26½	26½	-½
36400	Thom N A	$32¼	31¾	32	+¼
60143	Tor Dm Bk	$24	23¾	23¾	-¼
15728	Tor Sun	$27½	27	27½	+¾
14280	Torstar B f	$30⅜	30	30⅜	+⅜
400	Total Pet	$27⅝	27⅝	27⅝	
7620	Traders A f	$50¼	49¼	50¼	+¾
5400	TrCan R A	90	86	86	-7
5120	Trns Mt	$12½	11¾	12½	+1
51155	TrnAlta UA	$28½	28⅛	28¼	
59894	TrCan PL	$17⅜	17¼	17¼	
36828	Trilon A	$34¾	34⅜	34½	+⅛
937	Trimac	230	230	230	+10
17500	Trinity Res	55	55	55	-1
500	Trizec A f	$38½	38¼	38¼	+⅛
580	Trizec B	$38¾	38½	38¾	+¾
8300	Ulster P	155	150	150	-5
500	Un Carbid	$16	16	16	
3775	U Entprise	$12⅛	11⅞	11⅞	-⅛
5000	U Canso	60	60	60	+5
2078	Un Corp	$48	48	48	

f—No voting rights or restricted voting rights.

MONTREAL
Closing prices June 13

Sales	Stock	High	Low	Close	Chng
34996	Bank Mont	$33⅛	32¾	32⅞	
6281	BombrdrB	$20¾	20⅜	20½	-⅛
7500	CB Pak	$27	27	27	+¼
187025	Cascades	$15¾	15¼	15¾	+¼
500	CIL	$31¾	31¾	31¾	-⅛
5450	ConBath	$25¼	24¾	25	+¼
4817	DomTxtA	$21¼	20¾	21¼	+½
12220	Gaz Metro	$12	11¾	11⅞	+⅛
5100	MnlTrst	$26⅜	26⅛	26⅜	
69670	NatBk Cda	$29	28⅝	28¾	
64912	Power Corp	$19½	19¼	19⅜	+⅛
10110	Provigo	$20⅜	20	20¼	+⅛
800	RollandA	$29¾	29½	29½	-¼
18824	Royal Bank	$32⅛	31⅞	32	
2550	RoyTrstco	$31¾	31⅝	31½	-⅛
4600	SteinbrgA	$45¾	45½	45¾	+¼

Total Sales 3,551,657 shares

OVER-THE-COUNTER
Nasdaq national market, closing prices, June 13

Continued from Page 35

Stock	Div.	Sales (Hnds)	High	Low	Last	Chng
Petrite	1.12	5	27½	27½	27½	+½
Phrmct		417	14¾	14¼	14½	
PhilGl	.60a	587	22⅛	21	22	-¼
PhnxAm		14	4½	4¼	4¼	
PicSavs		529	28	27⅝	27¾	-¼
PicCafs	.60	290	30¾	30½	30¾	+¼
PionHi	1.04	778	40	38¾	40	+1¼
PionSt	.12	73	9¾	9½	9¾	+¼
PoFolk		98	9⅛	8⅝	8⅞	+¼
PlcyMg		573	19½	18¾	19½	+¾
Porex		351	34¾	34¼	34¼	-⅛
Powell		460	2¼	2	2⅛	
Powrtc		31	16	15⅞	16	-⅛
PwConv		106	14⅜	14¼	14¼	
PrcCst	.12	132	28¾	27¾	28¾	+½
PrpdLg		338	14	13½	13¾	
Priam		4284	4⅛	3⅞	4	-⅛
PriceCs		2032	51	49½	50¾	+1
Prtronx		16	13¼	13	13⅛	+⅛
ProdOp	.16	344	4 3-16	4⅛	4 3-16	
ProgCs	.06	1542	30½	29¾	30½	+1
PropTr	1.20	17	11½	11½	11½	+¼
PurtBs		81	25½	24¾	25¼	+1
QMS		1943	15⅝	15	15⅝	+⅝
Quadrx		133	14½	14¼	14¼	
QuakCh	.42	17	16	15¼	15¼	-¾
Quantm		1716	18	17¾	18	
QuestM		12	4½	4⅜	4⅜	-⅛
Quixtes		825	13½	12¾	13¼	
Quotrn		374	19	18⅞	18⅞	
R R						
RAX	.01e	79	8⅝	8⅜	8⅝	+⅛
RPM	.82	318	21	20¾	20¾	
RadSys		95	13¼	12⅞	13⅛	-¼
RadtnT		143	8	7⅞	8	
Ragen		114	4	3⅞	4	
Rainer	1.08	880	35½	35⅛	35⅜	+¼
RayEn	.24	44	20½	20½	20½	
RediCr		801	2⅝	2 5-16	2 5-16	
Readng		49	24¾	24⅝	24⅝	+⅛
Recotn		213	13¾	12½	13¾	+⅞
RedknL	.20b	783	24	23¼	24	+¼
Reeves		1188	13½	13⅛	13⅛	-¼
RgcyEl	.20	532	6¾	6⅝	6¾	
Regiss	.18	15	14	13½	14	
Reliab		30	7½	7½	7½	
RpAuto	.16	34	9⅜	9⅜	9⅜	-⅛
RpHlth		280	18⅝	18½	18½	
Reuterl	.15e	39	16¾	16½	16½	-¼
ReutrH	.34e	3228	42⅝	41¾	42⅝	+⅞
ReyRys	.70	58	34¼	34	34¼	
Rhodes	.32	330	29¼	28⅝	29	+⅛
Ribim		608	10⅛	9⅝	10	+⅜
RichEl		4	22¾	22¾	22¾	
RoadSv	1.10	972	42½	41¼	42	+¾
RobNug	.08	22	12¼	12⅛	12¼	
RobVsn		167	7⅜	7⅛	7⅛	-⅛
Rouses	.60	782	31½	31¼	31¼	-¼
RoyPlm	t	33	8⅝	8⅝	8⅝	
RoylRs		280	2½	2⅜	2½	+⅛
RustPel		127	9	8¾	8¾	
RyanFs		567	20¼	19¾	20¼	+¼
S S						
SAYInd		869	10¼	10	10	
SCI Sy		424	19⅝	18½	19⅛	+⅝
SEI		49	20	19¾	20	
SFE		27	7⅜	7⅛	7⅛	
SHLSy		457	19½	19⅛	19⅜	-⅛
Safecds	.24	1208	23¾	22¾	23¾	+⅝
Safeco	1.70	1251	56⅞	54¾	56⅝	+2¼
SaftHts		9	9	8¾	8¾	-¼
StJude		187	33¼	32¼	33	
StPauls	1.50	1218	44¾	43	44¼	+1¼
SalCpt		61	10⅛	9⅞	9⅞	-⅛
SanBar		19	6	5½	6	
SavnFs	.88a	70	30½	30	30½	+½
SBkPSs	.44	129	26⅜	26	26⅜	+⅜
ScanOp		518	15⅛	14½	14⅞	-⅛
ScanTrs		239	22¼	21	22¼	+1¼
Scherer	.32	402	16¼	15¼	15½	+¼
SchlmA	.44	13	39½	39¼	39½	
SciMic		153	6⅜	6⅛	6⅜	
SciSft		2	5½	5½	5½	
Scitex		101	6⅛	5⅞	6⅛	
SeaGal		70	4¼	4	4⅛	+⅛
Seagate		4849	12¼	11½	12	+⅜
SecTag		115	1¾	1⅝	1⅝	
SEEQ		2084	1 3-16	1⅛	1 3-16	
Seibel	.80	112	19¼	19	19⅛	+⅜
Selctins	.80	153	23¼	22⅞	23¼	+½
Semicn		7	7⅛	7⅛	7⅛	
Sensor	.05	7048	10⅜	9⅞	9⅞	
SvcMer	.08	1187	12⅜	12⅛	12⅜	
Svmstr	.88	326	26¾	26¼	26¾	+¼
Servico	1	84	23	22¼	23	+¾
SvcFrct		4	2⅞	2⅞	2⅞	
SvOaks	.16	169	18⅞	18¾	18¾	
ShrMed	.60	2880	33⅜	32¼	33⅜	+1
Shwmt	1.84	196	48¾	48½	48½	-⅛
Shelbys	.16	119	25¼	25	25	-⅛
Sheldl		42	7¾	7½	7½	
Shoneys	.18	x704	37¼	36¾	37⅛	+⅜
ShonSos		256	17½	16½	16⅝	-⅞
Silicon		136	4⅝	4¼	4¼	
SiliconS		738	15½	15¼	15⅜	
SilicVal		84	19¾	19¼	19¼	
Siliconx		627	13¾	13½	13½	
Siltec		238	6½	6⅛	6⅛	-¼
Simpins	.56	107	19⅝	19	19¼	+⅛
Sippinc		206	13¼	13	13¼	
Sizzlers		583	25¼	24	24¼	-1
Skipper	.08	4	10⅝	10¼	10¼	-⅛
SmithL		2471	3⅞	3⅝	3⅝	
Society	1.92	256	69½	69	69½	+¼
SoctySs		1438	26	25¾	26	
Softech		137	9⅝	9¼	9½	+⅛
SoftwA		332	20¼	20	20	-⅛
SonocP	.80	34	39½	39	39½	
SonrFd	.45e	110	10½	9¾	9¾	-¾
SoHosp		233	5⅜	5⅛	5⅛	-¼
SthdFn	.52	1729	20⅝	20⅛	20½	+¼
Soutrst	.68	145	25½	25¼	25¼	
Sovrgn	.10	141	7⅞	7⅜	7⅞	+⅛
Sovrans	1.28	714	41⅝	40⅞	41¼	+¼
Speedy		497	28¼	26¾	28	+1¼
Spctran		174	7⅛	6⅞	7⅛	+⅛
SpecCtl	.07	125	10⅝	10¼	10⅝	+⅛
Spire		73	13½	13	13⅜	+⅜
StarSur		746	13¼	13	13⅛	-⅛
StatBld	.20	6	10⅝	10⅝	10⅝	-⅛
Standy	1.08	24	42¾	42	42¼	+¼
StdMic		122	15¾	15½	15⅝	+⅛
Stanhm	1.52	22	45½	44¾	44¾	-¼
StaStBs	.64	236	52⅞	52½	52¾	+⅜
StateG	.05b	154	5⅝	5⅜	5½	
Steiger		120	4⅛	3⅞	4	
StewStv		135	14¼	14	14¼	
Stwlnl	.72	84	27	26½	26½	
Stifel		104	9⅝	9⅜	9⅝	+⅛
Stratus		3059	22¾	22	22¾	+½
StrwbCt	.84b	7	53¾	53¾	53¾	
Strykrs		529	38	36¾	37¾	+1
Subarus		3274	38¼	37½	37¾	
Summa		241	4⅛	4	4 1-16	
SumtHl	.12	65	9	8⅞	9	+⅛
SunCst		1964	4 11-16	4½	4⅝	+1-16
SunMed		165	14¾	14	14½	+¼
SupSky		1	16	16	16	
Suprtex		4	3¼	3¼	3¼	-⅛
SymbT		71	14½	14¼	14¼	-½
Syncor		195	8¾	8⅝	8⅝	-⅛
Syntech		173	12⅞	12½	12⅞	+½
Syntrex		238	4¾	4⅝	4⅝	-⅛
Syscons	.20	59	15¾	15¼	15½	-¼
SyAsoc		49	9¼	9	9	-¼
Systin		138	9¼	8⅞	9	-¼
SysInteg		406	14½	14	14½	+½
Systmt	.08	27	25¼	24¾	24¾	-½
T T						
TBC		5	13	13	13	
TCAs	.16	158	21¼	20¾	21	+½
TacViv		2	2¾	2¾	2¾	
Tandem		3256	33	32⅝	32½	
Tandon		2461	7¼	6⅞	6⅞	-¼
TcCom		27	17⅝	17¼	17⅜	-⅜
Telco		333	7¾	7½	7¾	
TlcmA		5172	56½	54⅞	55⅛	-1⅜
TelPlus		1154	7½	7	7⅜	+¼
Telecrd	.36	379	48⅝	48	48¼	+2¼
Telvid		259	3¼	3⅛	3¼	+⅛
Telabs		301	11¾	11⅝	11¾	+⅛
Telxons		553	23¼	22⅞	23	
TermDt		109	2¾	2½	2½	-¼
TherPr		70	4¼	4	4¼	+⅛
Thermd		209	24⅝	24¼	24½	+¼
ThrdNs	.78	706	36¼	36	36¼	+½
Thortec		102	1½	1⅜	1½	
ThouTr		1047	4¾	4⅜	4½	-⅜
Tiprary		125	5-16	¼	¼	
TotlSys		42	26	24½	25	
TrakAu		88	14¾	14½	14⅝	
TriadSy		336	12⅞	12⅛	12¾	+⅜
TrusJo	.48	33	34½	33¾	34½	
U U						
USLIC	.80	211	28	27¾	27¾	
UTL		672	22¾	21¾	22½	+¾
Ultrsy	.08e	182	11⅜	11¼	11⅜	
Ungmn		797	11⅞	11⅜	11⅞	+⅜
Unifis		268	15¼	15⅛	15¼	+⅛
UnPlntr		13	35¼	34¾	34¾	-½
UACms	.04	2916	18¾	18¼	18¾	+½
UBAlsk	t	27	6⅞	6½	6⅞	+⅛
UBCol	1.06	38	32¼	32¼	32¼	
UFnGrp		19	4⅜	4¼	4¼	-⅛
UFstFd	.20	17	33¾	33½	33½	-¼
UGrdn	1.64t	102	9	8¾	9	+⅜
UPresd		65	15⅛	14⅞	15⅛	
US Ant		40	3 1-16	2⅞	2⅞	-3-16
US Bcp	1	843	38	36⅞	37⅞	+1⅛
US Cap		31	2¾	2⅝	2⅝	-⅛
USDsgn		76	1¾	1⅝	1⅝	-⅛
US HltC	.12	658	17⅞	17⅝	17¾	-⅛
USShelt	.12	14	3¼	3	3	
US Sur	.40	910	22⅝	22¼	22⅝	+¼
US Trs	1.32	11	60½	60½	60½	
UStatn	.24	284	18¾	18¼	18¾	+½
UnTelev		25	33¼	33⅛	33¼	+⅛
UVaBs	.92	631	32⅞	32⅜	32⅝	+⅜
UnvFm		188	33½	32¾	33½	+⅝
UnvHlt		731	13¼	12⅞	13	-¼
UFSBk	.22e	378	14⅛	13⅝	13¾	-⅛
Uscal	.28	1484	7⅝	7	7⅝	+¼
V V						
VLI		264	6⅝	6⅜	6⅜	-⅛
VLSI		3417	11½	11⅛	11⅜	+¼
VMX		106	4¼	4⅛	4⅛	-⅛
VSE	.20	11	17	16½	16½	
ValidLg		712	7⅜	7	7¼	
ValFSL	t	41	28¾	28½	28½	
ValNtl	1.32	439	45	44⅝	45	+¼
ValLn	.40	7	28	28	28	+¼
Vanzeb		74	4	3¾	3¾	-¼
Ventrex		268	6¼	6	6¼	
Vicorp	.12a	358	21¼	20½	21¼	+⅝
ViedeFr	.22e	84	6⅜	6¼	6⅜	+⅛
Viking		118	17¾	17⅛	17⅜	+⅜
Viratek		852	77	63	68½	+5½
Vodavi		2279	7⅝	6¾	7¼	+¼
VoltInf		148	20¾	20	20¾	
W W						
WD 40	1.04	39	26¼	26	26¼	+¼
Walbro	.32	569	32½	30¼	32½	+2¼
WlkrTel		482	8½	8¼	8¼	
WshE	1.84	127	28⅛	27⅝	27⅞	+⅛
WFSLs	.72b	200	34	33¼	34	+¾
WMSB	.20e	1524	30	29⅝	29⅝	+⅝
Wavetk		20	9	8¾	8¾	
Webb	.40	22	14	13¼	13¼	
WestFn		196	49⅛	48¾	49⅛	+⅜
WstFSL		481	23½	22	23½	+1½
WMicTc		8	7½	7½	7½	
WTIAs		637	27	25½	26	-1
WmorC	.40	82	21¼	21¾	21¾	
WstwC		98	6⅞	6⅝	6⅝	
Wettrs	.96	148	37¾	37⅝	37⅝	-⅛
Wicat		725	5⅛	4⅞	5	
Wilmts	1.03	464	35¼	34¼	34⅞	+⅛
WillAL		1031	23¼	22¾	23	
WmsSn		1	24	24	24	
WilsnF		1664	9⅜	9⅛	9¼	-⅛
Windmr		526	6⅛	5⅞	6⅛	
WiserO	.40	197	15⅝	15⅜	15⅝	+¼
Woodhd	.60	74	12⅞	12½	12½	-⅛
Worthgs	.48	158	29⅜	29	29⅜	+⅛
Writer	.15e	4	9¾	9¾	9¾	
Wyman	.80	72	22½	22	22½	+½
X Y Z						
Xebec		152	2¼	2 1-16	2⅛	-⅛
Xicor		565	8½	8⅛	8⅜	+⅛
Xidex		1182	20⅝	20¼	20½	+⅜
YlowFs	.54	629	41⅜	40⅝	41⅛	+⅝
Ziegler	.48a	67	17½	17½	17½	
ZionUt	1.36	3	58½	58	58	
Zitel		5	4	4	4	-¼
Zyad		921	4⅞	4⅝	4⅞	
Zondvn		630	21⅛	20¾	21	
Zymos		194	2 11-16	2⅝	2⅝	

Indices

NEW YORK

DOW JONES	June 13	June 12	June 11	June 10	June 9	1986 High	1986 Low	Since Cmp High	Since Cmp Low
Industrials	1874.19	1838.13	1846.07	1837.19	1840.15	1885.98 (6/6)	1502.29 (22/1)	1885.98 (6/6/86)	41.22 (2/7/32)
H'me Bnds.	89.86	89.52	89.45	89.42	89.64	91.34 (21/4)	83.75 (14/1)	—	—
Transport	786.50	779.63	774.63	774.13	778.38	858.94 (31/5)	686.97 (9/1)	858.94 (31/5/86)	12.32 (8/7/32)
Utilities	187.69	185.06	183.78	183.47	183.89	193.75 (31/5)	169.47 (22/1)	193.75 (31/5/86)	10.5 (8/4/32)

Day's High 1883.21 (1851.86) Low 1843.92 (1826.29)

STANDARD AND POOR'S	June 13	June 12	June 11	June 10	June 9	1986 High	1986 Low	Since Cmp High	Since Cmp Low
Composite	245.72	241.49	241.13	239.58	239.96	247.98 (29/5)	203.49 (22/1)	247.98 (29/5/86)	4.40 (1/6/32)
Industrials	275.45	271.00	270.87	269.08	269.11	277.16 (29/5)	224.88 (22/1)	277.16 (29/5/86)	3.62 (1/6/32)
Financials	28.97	27.99	27.84	27.57	27.96	31.15 (14/3)	25.18 (22/1)	31.15 (14/3/86)	8.64 (1/10/74)
N.Y.S.E. COMPOSITE	141.00	138.81	138.58	137.70	138.03	142.57 (29/5)	117.75 (22/1)	142.57 (29/5/86)	4.46 (28/4/42)
AMEX MKT. VALUE	282.63	279.94	278.82	277.44	278.45	282.65 (13/6)	240.30 (4/2)	282.65 (13/6/86)	29.13 (9/12/74)
NASDAQ OTC COMP.	399.59	396.53	393.44	392.83	394.73	400.25 (6/6)	323.01 (9/1)	400.25 (6/6/86)	54.87 (3/10/74)

DIVIDEND YIELDS	June 6	May 30	May 23	May 9	year ago (approx)
Dow Industrial	3.60	3.57	3.67	3.65	4.66
	June 11	June 4	May 28	May 21	
S and P Industrial	2.97	2.95	2.92	3.06	3.77
S and P Ind P/E ratio	17.66	17.91	18.03	17.24	11.54

TRADING ACTIVITY

Volume† (Millions)	June 13	June 12	June 11
New York	141.20	109.06	127.35
Amex	15.32	17.54	12.77
O.T.C.	—	130.04	124.90

New York	June 13	June 12	June 11
Issues Traded	1,954	1,943	1,970
Rises	1,196	797	959
Falls	359	725	583
Unchanged	399	421	428
New Highs	—	83	43
New Lows	—	14	26

CANADA

TORONTO	June 13	June 12	June 11	June 10	June 9	1986 High	1986 Low
Metals & Minerals	—	2185.4	2178.5	2173.0	2204.2	2442.85 (21/3)	2025.3 (21/5)
Composite	3089.0	3073.4	3069.7	3060.2	3064.0	3129.11 (16/4)	2784.0 (17/2)
MONTREAL Portfolio	1567.30	1560.59	1558.60	1547.29	1552.53	1628.58 (16/4)	1386.00 (22/1)

NEW YORK ACTIVE STOCKS

Thursday	Stocks traded	Closing price	Change on day
Diam Shamr'ck	1,434,800	11⅛	-⅛
Fruehauf	1,410,900	45⅞	+⅛
Philips Petrlm	1,409,100	9⅞	-⅛
Philadelph Elec	1,345,000	18⅝	+⅛
Eastern Air L	1,304,900	8¼	-⅛
K Mart	1,182,200	52⅞	+1⅝
Borg-Warner	1,133,900	34	+2⅛
Lockheed	1,010,800	52	+½
Pannill Knittg	944,200	26	+¾
Fed Nat Mort	910,800	34⅞	+⅜

	June 13	June 12	June 11	June 10	1986 High	1986 Low
AUSTRALIA All Ord. (1/1/80)	1216.5	1218.6	1225.4	1222.1	1247.0 (7/5)	1010.8 (2/1)
Metals & Mnls. (1/1/80)	536.5	535.9	541.1	537.1	602.0 (24/3)	481.1 (28/5)
AUSTRIA Credit Bk Aktien (2/1/62)	117.50	118.02	119.17	118.37	130.88 (25/4)	110.12 (6/3)
BELGIAN Brussels SE (1/1/80)	3515.21	3504.32	3523.58	3541.58	3700.15 (24/4)	2768.91 (15/1)
DENMARK Copenhagen SE (3/1/83)	224.11	224.90	226.86	228.15	259.70 (18/4)	214.27 (21/1)
FRANCE CAC General (31/12/82)	344.70	345.6	346.7	344.1	411.3 (15/5)	257.8 (2/1)
Ind Tendance (31/12/82)	150.5	150.3	151.2	151.2	154.3 (12/5)	101.9 (2/1)
GERMANY FAZ Aktien (31/12/58)	666.56	653.56	648.82	652.12	753.88 (17/4)	618.34 (27/2)
Commerzbank (1/12/53)	2016.1	1977.2	1962.1	1966.2	2278.6 (17/4)	1883.9 (27/2)
HONG KONG Hang Seng Bank (31/7/64)	1765.56	1752.79	(c)	1751.56	1865.66 (7/5)	1559.94 (19/3)
ITALY Banca Comm Ital. (1972)	708.35	694.93	719.97	685.84	908.20 (20/5)	454.67 (24/1)
JAPAN** Nikkei (16/5/49)	17285.97	17151.2	17096.4	16967.7	17285.97 (13/6)	12881.5 (21/1)
Tokyo SE New (4/1/68)	1327.79	1322.17	1318.96	1311.55	1327.79 (13/6)	1025.85 (21/1)
NETHERLANDS ANP.CBS General (1970)	287.8	287.2	288.1	285.4	292.3 (2/5)	240.4 (3/3)
ANP.CBS Indust (1970)	282.5	281.4	280.9	279.7	294.9 (2/5)	234.0 (3/3)
NORWAY Oslo SE (4/1/83)	350.01	348.90	348.45	348.31	402.91 (16/1)	332.25 (20/5)
SINGAPORE Straits Times (30/12/66)	696.12	702.60	708.61	712.12	712.12 (10/6)	563.34 (28/4)
SOUTH AFRICA JSE Gold (28/9/78)	—	1287.4	1298.5	1282.3	1507.9 (27/1)	1108.1 (21/4)
JSE Indust (28/9/78)	—	1164.4	1158.6	1167.5	1203.1 (20/5)	1069.3 (2/1)
SPAIN Madrid SE (30/12/85)	172.71	174.86	176.18	176.88	184.77 (12/5)	100.85 (6/1)
SWEDEN Jacobson & P (31/12/56)	2394.49	2404.94	2418.38	2422.62	2431.79 (9/6)	1728.57 (29/1)
SWITZERLAND Swiss BankCpn (31/12/58)	558.8	558.3	555.6	558.3	625.5 (9/1)	554.7 (29/2)
WORLD M.S. Capital Intl. (1/1/70)	—	318.7	318.3	315.7	322.2 (21/4)	248.8 (23/1)

** Saturday June 7: Japan Nikkei 16,898.01, TSE 1,311.78.

Base value of all indices are 100 except Brussels SE—1,000 JSE Gold—255.7, JSE Industrial—264.3, and Australia, All Ordinary and Metals—500. NYSE All Common—50; Standard and Poors—10; and Toronto Composite and Metals—1,000. Toronto indices based 1975 and Montreal Portfolio 4/1/83. † Excluding bonds. ‡ 400 Industrials plus 40 Utilities, 40 Financials and 20 Transports. c Closed. u Unavailable.

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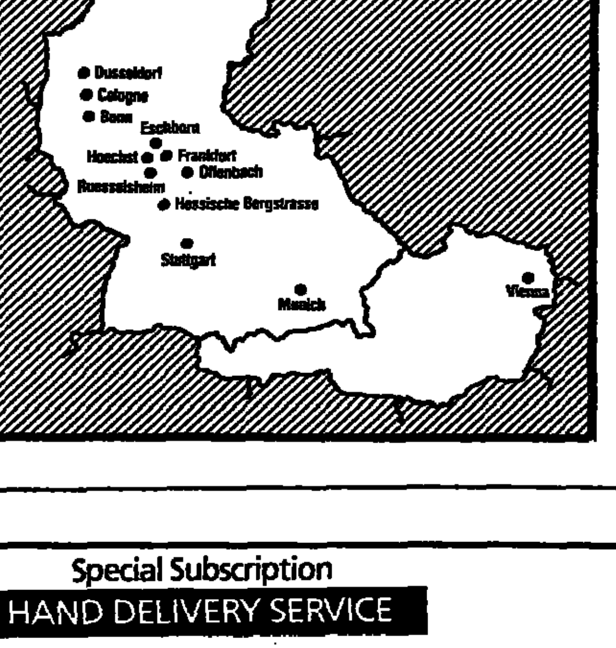

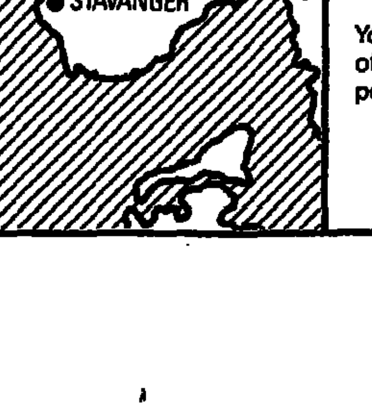

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Closing prices, June 13

NEW YORK STOCK EXCHANGE COMPOSITE CLOSING PRICES

12 Month High	Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close Quote	Ch'ge Prev. Close
25¼	12	AAR s	.44	1.8	22	203	24¼	23½	24	−⅜
30	21¾	ADT	.92	3.2		303	28½	28	28½	+½
26⅝	11½	AFG s			20	2517	u30¾	28¾	30⅝	+2¼
25⅝	13½	AGS			15	38	20⅝	20⅝	20⅝	+⅛
15	9⅛	AMCA				17	12⅝	12⅛	12⅝	+½
68⅝	37½	AMR			11	3589	52½	51⅞	52½	+3¼
25¼	18⅝	AMR	pf2.18	8.8		1	24¼	24¼	24¼	
27½	23¼	ANR	pf 2.67	10.		3	25½	25½	25½	−½
23½	19	ANR	pf 2.12	10.		1171	21⅝	20⅞	21¼	−¾
12½	7⅝	APL			6	1	11	11	11	
16¾	11⅛	ARX		7.1	5.4	12	27	13⅝	13¼	13¼	−⅛
51⅞	32¾	ASA		2.0	5.8		441	34¾	34	34½	−½
18⅝	10½	AVX			2.3		224	13⅝	13⅝	13¾	−⅛
32	22⅝	ACP		2.72	10.	7	1299	27⅛	26¾	27	+½
48⅞	28⅝	AbtLb s				24	4856	u50	48¼	49½	+½
32	19⅝	AccoWd50		1.7	20	877	29⅝	29¼	29¼	29¼	−⅛
24¾	10	AcmeC .40		3.0		190	13⅝	12¾	13⅝	+⅜
9¼	7	AcmeE 32b		4.1	19	28	8⅛	7⅞	7⅞	−⅛
20⅝	16⅞	AdaEx 1.90e		9.5		105	20	19¾	20	+⅛
33	15⅛	AdmMl .40		1.2	15	20	u33⅛	32⅞	33	
20⅝	16¼	AdvSys.83t		4.6	17	49	18	17¾	17⅞	+⅛
32⅞	22⅞	AMD				4173	24½	23½	23½	−½
12⅝	8¼	Adobe n				76	8½	8⅛	8⅛	
16¾	14⅝	Adob pf 1.84		11		12	16½	16½	16½	+⅛
20¼	15¼	Adob pf 2.40		13.		5	19⅛	19⅛	19⅛	+⅛
18⅝	7⅝	Advest 12a		.7	14	169	17½	16¾	17½	+⅛
66¼	42¼	AetnLf 2.64		4.5	10	3953	58¼	57⅞	58⅛	+⅛
57½	51½	AetL pf4.26e		8.3		5	52	d51½	51½	−¾
23	9⅝	Ammas .46		1.9	8	23816	x24¾	23	23½	+1
5¼	2½	Aileen			110	418	5½	5¼	5½	+¼
41⅝	25¼	AirPrd s .80		2.1	15	824	39	38⅝	38¾	−⅛
27¾	18¼	AirbFrt .60		2.9	18	224	20⅝	20	20⅝	+½
10¼	7⅝	AlaP dpt 87		9.6		3	9¼	9⅛	9⅛	+¼
103½	75¼	AlaP pf 9		9.4		z100	95¼	95¼	95¼	
101¼	67½	AlaP pf 8.16		9.3		z120	88½	88	88	
90⅝	68½	AlaP pf 8.38		9.6		z10	86	86	86	
26⅝	15¼	AlskAir .16		.9	11	1581	17¼	17	17¼	
25	8	Albrto s .21		1.0	26	74	22⅞	22	22	
43	26⅞	Albtsns 64		1.9	16	311	u43½	42⅞	43¼	+1
34⅝	22¾	Alcan 80		2.5		1736	32⅛	31¼	32⅛	+⅛
46¾	32	AlcoStd 24		3.0	19	114	42	41½	41½	−⅜
40¼	26	AlexAl s		1.7		292	36¾	36¼	36¾	+⅜
47⅞	22⅝	Alexdr			77	17	40¼	40	40	+1
101	75½	AllgCp 1.54t		1.6	21	43	98¼	95	96¼	+11
26¼	16½	Allgnt .36j		1.7		188	21	20¼	20¾	
20¾	15⅛	Allgtn pf2.19		13.		120	16⅞	15¾	16⅞	+⅞
98	78	Allgl pfC11.25		13.		17	88¾	88½	88¾	+¼
41¼	28½	AllgPw2.80		6.9	10	858	41⅛	40¾	40⅞	+⅛
27¼	14¼	AllenGs .56		2.4	16	323	23½	21⅞	23¼	+1½
28¾	27¼	Allen pf 1.75		6.3		15	27¾	d27⅝	27¾	−¼
43	16½	AllDfd			11	164	36¼	36	36⅛	+⅜
49½	38⅛	AldSgnn1.80b		4.1		4802	44¼	43½	43⅞	−⅜
66	58½	AldS pfC6.74		11		19	60½	60	60¼	+⅜
114¾	102¾	AldS pfD 12.		11.		1	105½	105½	105½	−½
46⅞	25⅛	AldStr s1.16		2.6	12	2415	44⅝	43½	44⅝	+1½
10⅛	4¾	AllSup				331	9⅝	9½	9½	+⅜
6¼	3⅛	AllisCh				133	5	4⅞	5	+⅛
36⅞	26½	ALLTL 1.96		5.4	11	48	36⅛	35⅞	36⅛	+⅛
46⅝	31½	Alcoa 1.20		2.9		1915	41¼	40⅝	41	+½
17	10½	Amax				570	13⅞	13¾	13⅞	
38	27½	Amax pf 3		8.8		1	34	34	34	−½
32¼	18⅞	AmHes 2.7j				2320	20⅞	20¼	20⅝	+¼
17⅞	11⅛	AmAgr				297	11¼	11⅛	11⅛	
31¼	19½	ABakr			12	92	29	28½	29	+⅜
99¼	53¼	ABrands.05		4.7	12	1679	87¼	85¼	86⅝	+¾
34⅝	28	ABrd pf2.67		8.3		28	33	33⅞	33⅞	+⅛
98½	54⅞	ABrd pf2.67		3.0		3	87¼	86½	87¼	+⅜
30½	20⅞	ABldM .86		3.3	19	38	26⅝	26⅛	26⅝	+⅜
36⅞	23⅞	ABusPr 76		2.3	16	150	32½	32½	32½	
79¾	50¾	AmCan2.90		3.8	12	552	76¼	74⅞	76	+1¾
119½	110½	ACan pf13.75		12		3	116	115¼	116	
24⅞	19½	ACapB2.20		9.1		48	24⅛	23⅞	24⅛	+¼
32⅞	25¼	ACapC2.73e		9.0		14	30¼	30¼	30¼	
24¼	18½	ACMR n .16		.7	16	474	21	20	21	+1½
9¼	4⅝	ACentC				93	7¼	7⅛	7¼	+⅛
77½	48	ACyan 1.90		2.6	27	2231	74¼	73¼	74½	+1½
28⅝	19⅞	AEPw 2.26		8.5	11	5820	26¾	26⅛	26⅛	+⅛
70⅛	40⅝	AmExp1.36		2.2	14	9591	61⅞	59⅝	61⅞	+2⅝
34¼	15	AFarm s .40		1.3	21	569	31⅞	30⅝	31⅞	+⅞
43⅞	27¼	AGnCp 1.12		2.8	11	2046	40	39¼	39¼	+⅜
225¾	101¼	AGnl wi				333	209⅞	203	209⅞	+3⅞
56¾	51⅞	AGnl pfA4.93e				253	52¼	52	52¼	+⅜
44½	32⅛	AHert 1.32		3.1	15	5	42⅞	42⅞	42⅞	
13⅝	8¼	AHoist				116	9	8⅞	8⅞	
88⅝	54¼	AHome1.10		3.6	18	3394	87⅞	84¼	86½	+2½
128⅝	86¾	Amrtch7.08		5.6	11	791	126½	124½	126¼	+1½
141	80⅝	AInGrp .44		.3	22	2284	130	122½	129⅝	+7½
22⅝	13⅞	AIGp pf5.85		2.6		6	21⅞	20⅞	21⅞	+⅞
28⅝	16	AIM	.72	4.2	57	2884	17	16½	17	−⅛
5	2¼	AmMot				629	4	3⅞	3⅞	
25⅝	13⅞	APresd .50		2.0	27	942	25¼	23¾	24⅞	
15⅝	5¼	ASLFta				221	14⅝	14⅛	14⅝	+½
22	13¾	ASLFl pf2.19			10	104	21¼	21	21	
15⅝	9⅞	AShip .80		6.8	9	233	12	11½	11¾	+¼
46½	27	AmStd 1.60		3.8	31	628	42¼	41½	42	+⅜
66¼	43⅝	AmStor .84		1.2	16	1299	u89⅞	88⅞	89⅞	+⅜
78	66	AStr pfA4.38		5.5		24	u79	77	79	+2
61½	54¼	AStr pfB6.80		12.		31	58½	57⅞	58	
26	19⅞	AT&T 1.20		4.6	16	14535	24¾	24¼	24¾	+½
50	37⅞	AT&T pf3.64		7.7		1071	47½	47	47⅞	+⅜
50½	39	AT&T pf3.74		7.7		1344	48¾	48⅛	48⅝	+⅜
39	21¼	AmWtr 1.12		3.1	11	32	36⅞	35⅞	36⅞	
22⅝	9¼	AmMot				187	10⅝	10⅛	10⅝	
17¾	8⅝	ATr pr	5.92	7.6		20	u78¼	78	78¼	+1¼
33⅞	11¾	ATr sc				20	31¼	31	31¼	+1
30	16⅛	Amerns .96		3.7	11	32	26⅝	26	26	−⅜
39¼	22	AmesDs.10		.3	27	818	31⅞	31⅛	31¾	+⅜
31	19⅞	Ameistk 1		3.4	18	306	29½	29	29¼	+½
11⅝	8¼	AmevS0 06		8.6		25	11¼	11⅛	11¼	+⅛
31¼	22	Amfac			24	195	27½	27¼	27¼	+⅛
8½	13-16	vyAmfac				437	4½	4⅜	4½	
70½	53¼	Amoco3.30b		5.2	9	2395	63¾	62½	63¼	+¼
45	27½	AMP .72		1.8	38	2446	39¼	37⅞	38¼	+½
16½	11½	Ampco .30		1.9	34	66	16¼	16⅛	16⅛	−⅛
35½	15¼	Amrep s			16	91	32½	31½	32½	+1½
36⅝	20⅝	AmSth s1.04		2.9	12	149	35⅞	35⅝	35⅞	+⅛
6⅝	2⅝	Anacmp			56	2816	5¼	5⅛	5¼	+½
24¾	13⅞	Anlog s			38	235	19⅝	19½	19⅝	
32¼	23¼	Anchor1.48		4.9	15	13	258	30½	30⅛	30¼	+⅛
61¼	37⅛	AnClay .33j			16	1250	55½	55	55½	
17⅝	9½	AndrGr .21		1.3	18	5	16⅛	16⅛	16⅛	
23⅝	22⅞	Angelic .80		2.1	16	242	38⅞	38	38	+⅞
52¾	29⅝	Anheus .80		1.6	18	4902	51⅞	50⅝	51½	+⅞
101⅞	62	Anheu pf3.60		3.6		500	u102	100	100¼	+1¼
13	6¼	Anixtr s .16		1.4	19	461	11⅜	10⅞	11⅛	+⅛
19⅛	10¼	Anthem.04		.2	38	101	16⅞	16¼	16¼	+⅛
18	12⅝	Anthny 4.6b		2.7	17	2	16¼	16¼	16¼	+⅛
13⅝	8⅝	Apache .28		3.2	42	242	8⅞	8⅝	8¾	−⅛
1⅝	1-16	ApchP wt				605	⅛	7-32	7-32	
19⅝	10⅞	ApcP un1.40			10	236	13½	13½	13½	
34⅝	31	ApPw pf4.18		13.		2	32¾	32½	32½	−½
32	29¼	ApPw pf3.80		12		2	30½	30½	30½	+½
20¼	12	ApplMg			28	133	17	16⅞	16⅞	−⅛
20¼	12¾	ArchD s			12	4325	18	17⅝	18	+⅛
32¾	26¾	ArIP pf 3.58		12.		32	30⅝	30½	30⅝	+⅛
45½	21	ArkBst 50		1.4	14	354	43⅞	43⅝	43⅞	+⅜
22⅝	16	ArMa 1.08		6.1	16	602	17¾	17½	17⅝	
12	7⅞	Armco			100	12428	10	9⅞	10	+⅞
26½	17⅞	Armc pf2.10		9.5		9	22	21¾	22	+⅛
18	13½	ArmsRbt8		3.0	20	63	16½	16⅛	16⅛	−⅛
89	31⅞	ArmWrl 44		2.1	16	1255	u69⅞	65¼	69½	+4¼
51	34½	ArmW pf3.75		8.2		z100	46	46	46	−1
18	10	ArowE .20		1.9	63	104	10¼	10¼	10¼	
24¾	22	ArowE pf			5	23	22⅞	22	22	+½
31⅞	19¾	Arira		22	8	13	29	28¾	29	+⅞
35	15⅛	Arvin s .64		1.9	15	452	34¾	33¼	34½	+1
25¼	15¾	Asarco			118	173	17½	17	17½	
59¾	41½	AshOil1.80		3.3	9	2151	55⅝	54¼	54⅞	−½
50	29¼	AsDDGs1.40		2.9	17	2528	49	48¼	48¼	
18⅝	96	AsdD pf4.75		3.1		1	154½	154½	154½	−¾
23½	16⅝	Athlond .60		8.2		5	19¾	19⅝	19⅝	
38⅞	25⅝	AtCyl 2.62		6.9	13	x481	38⅛	37⅞	38⅛	+⅛
57⅞	49⅛	AtRich 4		7.5		3657	53⅝	53	53⅝	+⅛
162	118¼	AtPac pf2.80		2.2	16	127½	126½	127½	127½	+⅞
16⅝	10⅝	AlasCp		12.		28	12⅛	12	12⅛	
17⅞	8½	AudVd s			15	796	13⅛	12⅝	13⅛	+⅜
27½	18½	Augat .40		2.1	34	456	19½	18⅞	19	+⅞
30	11¼	Ausmin 10e		3	25	1689	29¼	28½	29⅛	+⅞
38¼	23⅝	AutoDt s		1.0	26	x568	36¼	36⅛	36¼	+1⅛
5¼	3⅛	Avalon 05e		1.3		7	3⅞	3¼	3⅞	+⅛
29½	18⅞	AVMC s	50	1.8	16	25	28½	28¼	28¼	
47½	30	Avery	68	1.6	18	727	43⅝	42¼	43⅝	+1⅛
50⅝	27	Avnet	50	1.6	35	1494	31	30¼	30⅞	+⅛
35	16¾	Avon	2	5.9		1216	33⅞	33⅝	33⅞	+½
27⅝	16⅛	Aydin			28	152	26⅛	26	26⅛	+½
						B	B	B		
12⅛	3¼	BMC				352	5	4¾	4⅞	
30⅝	21¼	Bairnco 60		2.1	14	269	28½	28⅛	28½	+¼
18⅝	12½	Bkrml 92		6.4	12	846	14¾	14½	14¾	+⅛
24	19⅛	Baldor .40		1.8	20	137	23	22¼	22¾	−⅛
3⅛	1⅝	vjBaldU				111	1⅞	1¾	1¾	
21⅛	25½	Ball s	.72	1.7	17	223	42	41	41¼	+¼
24⅞	14¼	BallyMf 20		.8	23	1742	27⅛	26⅞	27½	+½
30⅝	20	BltGE s1.80		6.1	10	696	29⅝	29½	29⅝	+½
44	34	Balt pfB4.50		6.5		z100	52¼	52	52¼	−¼
33½	19½	BncOn s.80b		2.8	13	854	29	28⅝	29	+⅝
25½	9	BncCrn 67e		3.0	7	22	22⅞	22⅞	22⅞	+⅛
3¼	1	BanTex				3184	1⅛	1	1⅛	
78⅞	48⅝	Bandag1.30		1.7	15	71	76	74¼	76	+1⅝
39½	22	BkBos s1.32		3.5	9	453	37¾	36	37⅝	+1⅝
54⅞	50½	BkB pfA4.08e		8.2		2	50¼	d50	50	−½
101¾	92½	BkB pfC4.02e		4.2		z80	95	95	95	
59¼	38⅞	BkNY 2.28		3.6	9	231	64	63⅝	63½	+⅛
37½	23¾	BankVal.12		2.9	12	176	u38½	36¾	38	+1¼
20⅞	12	BnkJAm				2817	18¼	16	16¼	−⅛
15	33½	BkA pf4.23e		11		60	38	37½	37½	−⅜
16⅝	10⅝	BkA pf 2.88				90	13	12¾	12¾	−⅛
34¼	24	BkArNy2.40		7.6	8	23	31⅞	31½	31⅝	+⅛
51⅞	29	BnkTr s1.48		3.1	8	3579	48½	47⅞	48	+⅞
44	15⅝	Banner.03e		2	13	265	20	19¾	19¾	+¼
54	31	Bard s			23	639	33¾	33	33½	+⅛
44½	21¼	BarnGp 1		3.1	19	34	32½	32⅛	32¼	−⅛
30⅝	33⅝	Barnel 1.20		2.2	13	487	56⅝	54¾	54¾	−⅛
24⅞	16⅞	BaryWr 60		2.6	19	40	23⅝	23⅛	23⅛	
12⅞	6¼	BASIX 12		1.1	61	138	11⅛	10⅞	11	+⅛
14	27⅞	Bausch .78		2.0	18	479	40½	40	40	
21¼	12⅝	BaxlTr 40		2.0	27	6335	20¼	19⅝	20	+½
50⅝	46¾	BxlT pfA2.21e		4.7		214	47	46⅞	47	
71⅝	50⅛	BxlT pfB3.50		5.1		258	69	67⅞	69	+1⅝
29¾	22	BayFin 20		8	29	26	25⅝	25⅝	25⅞	+½
13⅝	29¼	BaySt02.72		6.5	12	1	42½	42½	42½	
40	19¼	BearStn 60b		1.8	42	986	33⅞	32⅞	32⅞	+¼
15¾	31⅞	Bearing 1		2.6	51	87	39	38⅛	38	+¾
16½	12	Becor 20		1.6	83	149	13	12⅞	12½	−¼
65½	25	BectD s .66		1.2	22	1507	54¾	53⅞	54⅝	+1⅛
1⅝	¾	vjBeker				136	1⅛	1	1	
1¼	1⅛	vjBekr pf				6	2¼	2¼	2¼	
30½	12¾	BeldnH 40		2.1	12	111	19⅛	19⅛	19⅛	
13¼	29	BellHwl 62		1.4	14	2262	43	42¾	43	+1½
12⅞	26¼	BellHw pf 74		1.7		5	u43	43	43	+1¼
48¼	42¼	BellAtl s			12	3850	u68½	66	68⅝	+2⅝
13	25⅝	BCE g 2.36				335	27½	27⅛	27⅝	
29¼	15⅝	Bellind 32		1.2	11	10	25⅞	25⅞	25⅞	−⅛
17⅝	37⅞	BelfSout.64		5.4	11	2013	56¾	56⅛	56⅝	+¾
46½	44	BeloAH .80		1.4	28	334	56⅞	54	55¼	+½
26½	14⅝	Bemis s .60		2.1	17	79	28⅝	27⅞	28⅝	+⅝
55¼	37	BentCp 2		4.3	12	1527	46½	46	46½	+½
24¾	16¼	Bercquin1.20		5.3	19	192	22½	22⅛	22½	+⅜
6⅛	3½	BergBt				74	4	3⅞	3⅞	
9	5	Berkey			4	124	5⅜	5¼	5¼	−⅛
16⅝	12¾	BestPd .24		1.7		189	13¾	13½	13¾	+⅛
22	12½	BethSt				1079	16	15⅝	15⅞	+¼
54¼	36¼	BethSt pf 5		11.		100	44⅞	44½	44⅞	+⅜
27⅝	18⅛	BethSt pf2.50		11		138	23	22⅝	23¼	
41¾	31½	Beverly 32		.8	18	1783	40½	39¼	40½	+1
20¾	15¾	Bevrly wr				20	20¼	19⅞	20¼	+⅜
24½	16¾	BevIP n				268	23½	22⅞	23½	+⅜
26⅝	22⅞	BigThr .88		3.4	57	2408	26½	26	26¼	+¼
24⅛	10⅝	Bioclt s			34	582	19¾	19¼	19⅝	+⅛
29¼	17¼	BlackD .64		3.0	18	1191	21½	20¾	21⅜	+⅝
28	18	BlHC s1.14		4.7	13	127	24⅝	23⅝	24⅝	+½
29¾	18½	BlairIn				801	29⅝	29½	29⅝	+⅛
44½	27¼	BlkHR s1.36		3.3	9	226	42	40⅞	41¾	+1¼
60¾	41½	Boeing 1.20		2.0	15	3916	u61⅛	59½	60¾	+1¼
59⅞	36⅝	BoiseC 1.90		3.3	18	733	58¾	57⅞	58	+½
50¼	50¼	Bosse pfC				48	u50½	50¼	50½	+¼

12 Month High	Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close Quote	Ch'ge Prev. Close
47⅞	23⅝	BoltBar .10	.2	.39	202	47⅞	47¼	47¼	−⅜	
44⅛	23⅞	Borders			18	2298	u44¾	43⅞	44¼	+3¼
34⅝	19¾	BorgWw96b		2.8	17	8560	u34½	33½	34½	+½
21⅛	7	Bormns05e	.2	.8	15	201⅛	19¾	20⅛	+½	
53¾	36	BosEd 3.44	6.6	10	187	51⅞	51⅝	51¾	+⅛	
99½	79⅛	BosE pf8.88	9.3		z220	95	84½	95	+1	
12⅞	10½	BosE pr1.17	9.6		25	12¼	12⅛	12⅛	−⅛	
16⅛	12	BosE pr1.46	9.3		16	15¾	15⅝	15⅝		
33⅞	21	Bowatr .72	2.5	15	537	28⅝	28⅛	28½	+⅞	
40¼	25¾	BrigSt 1.60	4.1	15	171	39½	38⅛	38	+½	
81⅞	53⅝	BristM 2.20	2.7	20	2653	81⅞	80⅞	81⅝	+1½	
41½	31⅞	BritLnd			6	35	35	35		
36¾	26	BrtPt 2.45e	6.9	7	329	35⅝	35⅛	35⅝	+1¼	
44	34	BrtTf			35	34½	34¼	34⅝	−⅛	
11-32	⅛	Brock			6482	3-16	5-32	3-16		
41½	22¾	Brckwy1.32	3.4	15	304	39⅞	38⅝	39	+⅞	
26¼	18⅛	BkyUGs1.62	6.2	11	201	u26⅝	25½	26⅛	+⅜	
28½	24	BkUG pf2.47	9.1		4	27¼	27	27¼	+¼	
37¼	27½	BkUG pf3.95	14.		63	29	28⅝	29		
30½	19¾	BwnSh .40	1.5	12	61	27½	27	27½	+⅜	
43⅝	28⅛	BrwnGp .44	3.6	15	151	40	39¼	39¼	−⅞	
40⅝	23½	BrwnF s .64	1.7	22	2767	38¼	37½	38	+⅞	
38¾	17	Brnsw s .56	1.5	15	627	36¼	35¾	36¼	+⅜	
39⅞	29¼	BrsnWl .56	1.6	50	140	34	33½	34	−⅛	
24⅝	17⅞	Bundy .80	3.4	33	49	24¼	23⅞	23⅞		
22¼	18⅛	BunkHl 2.16	9.9		14	21¾	21½	21¾	+¼	
24⅞	17¾	BkIny n.16e	.8		98	19⅝	19½	19⅝	+⅜	
26½	14⅞	BurlnCt			17	16	25¼	25⅛	25¼	−⅛
40¼	24¾	BurlndI.64	4.1	36	965	40¼	38⅝	40	+1¾	
82⅝	55½	BrlNth 1.60	2.4	9	3303	67⅝	66⅝	67⅝	+1	
52	48¼	BrlN pf4.68e	9.6		6	48¼	48½	48¼	+⅛	
15⅛	9⅛	Burndy			411	14¼	14	14	−⅛	
71⅞	52	Burrgh2.60	4.2	13	4117	62⅛	59¾	61½	+1⅞	
20½	11	Butlrin .52	3.1	27	65	17¼	17	17		
				C	C	C				
26½	18¼	CBI In .60	2.4		333	25½	25⅛	25⅝	+¼	
151½	105	CBS	3.2	2166	2892	134¾	133	134¾	+11	
6⅛	4	CCX			68	78	4⅞	4¾	4¾	
13¾	10¼	CCX pf 1.25	11.		z50	11¾	11¾	11¾	+½	
77¼	52⅝	CIGNA 2.60	4.2		2958	61⅝	60⅝	61⅝	+1⅞	
37⅞	28½	CIG pf 2.75	8.5		101	32½	31½	32½	+1	
64	49	CIG pf 4.10	7.2		137	57¼	57	57⅛	+¼	
75	48	CNA Fn	11		238	60¼	56½	60½	+4¼	
12⅞	10

NYSE COMPOSITE CLOSING PRICES

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12 Month High	Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close	Ch'ge Prev. Close
81¼	48	Pittsbrg 1.72	2.2	17	1892	78¾	77	78¾	+ ⅛	
27⅛	18⅝	Pionsed .24	.5.3		2421	23¾	23	23¾	+ ¼	
29⅝	13¼	PionEl 10e	.3		58	29	28¼	29		
63⅝	37	PinyB 1.32	2.1	16	868	63⅝	62	62⅞	+ ¼	
126	74½	PitnB pf2.12	1.7		5	124	123	124	+ 2¾	
15⅞	10⅝	Pitstn		140	561	12⅞	12½	12⅝	+ ⅛	
26½	15	Plains n .07	.3	51	30	23½	23¼	23¼	+ ¼	
24	13¾	PlanRs .20	1.0	16	175	19½	19⅛	19½	+ ⅛	
19½	8¼	Plantrn .16	.8	15	71	19	18¾	19	+ ⅛	
10⅝	6⅝	Playboy			75	7⅛	6⅞	7	+ ⅛	
37¾	19¼	Plessey .72e	2.2	24	1	33	33	33	+½	
17⅞	5¼	PogoPrd .20	3.3		121	6¼	6	6⅛		
72⅞	28½	Polaris 1	1.5	31	1568	67⅞	66	67⅞	+ 1⅞	
24	10½	Pondrs .40	1.8	18	589	22⅞	21⅝	22¼	+ 1¼	
24¾	16¾	PopTel .80b	3.8	32	96	21	19⅞	20⅞	+ 1	
22¾	14⅝	Portec .60	3.0	24	18	20⅛	19¾	19⅞		
29⅝	17⅞	PortGC1.96	6.6	10	694	u29¾	29¼	29¾	+ ⅛	
29¼	22½	PorG pf2.60	9.4		8	28¼	27¾	27¾	+ ⅛	
35⅞	32⅝	PorG pf4.40	13.		41	34¼	34⅛	34½	− ⅛	
35½	32	PorG pf4.32	13.		6	34⅝	34⅝	34⅝	+ ⅛	
50⅞	32¼	Potlch 1.56	3.2	20	63	49	47⅞	48⅞	+ 1⅛	
57⅞	54	Potlt pf 3.75	6.6		1	57	57	57	+¼	
44¼	27½	PotmEl2.36	5.3	12	1048	u44⅞	43⅞	44⅞	+ 1⅛	
53½	43	PotEl pf4.50	8.9		2200	50⅞	50⅝	50⅝	− ⅛	
52½	36½	PotEl pf4.04	8.7		2700	47	46½	46½		
35½	18⅞	Premin .40	1.2	23	101	32½	32¼	32¼		
29	18¾	PrimA s1.10	4.1	11	193	27⅞	27	27	− ⅛	
28	14½	PrimeD	.17		2100	19⅞	19	19⅛	+ ¼	
45⅞	22⅞	PrimM s.08	.2	35	724	43½	42¼	43⅛	+ ⅛	
78¾	53⅞	ProctG 2.70	3.5	18	4031	77	74⅞	76⅞	+ 1½	
17¼	12	ProRes a .28	1.7	22	544	16⅞	15¾	16⅛	+ 1⅛	
43½	33½	Proler 1.40	3.9		16	36⅞	36	36⅞	+ ⅛	
2⅞	1½	PruRC n			87	1⅝	1½	1½		
9⅝	7⅞	PruRI n.44e	5.9		120	7⅞	7½	7½		
24¾	17½	PSCol 2	11	13	781	18	17⅞	18		
26	19⅝	PSCol pf2.10	9.8		38	21⅝	21½	21½		
12⅞	6⅞	PSInd		7	1963	11¾	11½	11½	− ⅛	
33	20¾	PSIn pfA			2680	32	30½	31½	+ 1	
11½	6¼	PSIn pfB			2230011		10⅝	10⅝		
11	6⅝	PSIn pfC			2218211		10⅝	10⅝	− ⅛	
67	42	PSIn pfD			2150065		63	64		
90	54	PSIn pfE			2100	95½	85½	85½	+ ½	
78⅝	50	PSIn pfF			2400	79½	79¼	79½		
94	56	PSIn pfI			230	91	91	91	−⅛	
83	53	PSIn pfH			2440	78⅝	78⅝	78⅝	+⅝	
11⅞	4¼	PSvNH		3	570	8¼	8½	8¼	+⅛	
25⅞	10	PSNH pf			2200	20½	20¼	20¼	+⅛	
25½	10¾	PNH pfB			2	22⅝	22⅝	22⅝	+⅛	
33¼	16	PNH pfC			1	27½	27½	27½		
31¼	13⅞	PNH pfD			6	26	25¾	25¾		
31¾	13¾	PNH pfE			9	26	25¾	25¾	− ½	
27¼	12½	PNH pfF			12	24	23½	24	+¼	
26⅞	12½	PNH pfG			24	24¾	24⅛	24¾	+¼	
37⅞	25½	PSvNM2.92	9.0	10	380	32⅝	31¾	32½	+1	
38¾	29⅝	PSvEG2.96	8.2	9	1522	36¼	35⅝	36	+½	
63	43	PSEG pf5.06	9.0		2700	56⅞	56⅞	56⅞		
120	108	PSEG pf12.00	11.		2	120	120	120		
25⅞	19	PSEG pf2.17	9.4		25	23⅞	23	23	−⅝	
26¾	21	PSEG pf2.43	9.5		12	25⅞	25⅞	25⅞		
96¼	66	PSEG pf7.80	9.3		2260	86	84¼	84¼	−3¼	
103⅝	81½	PSEG pf9.62	9.5		2100003¼		99⅞	99⅞	+⅛	
3⅞	2¼	Pubnck			106	3	3	3		
20⅞	6⅝	Public .16	.8	11	223	u20⅝	19⅝	20⅝	+½	
14⅞	6	PR Cem			6	11⅝	11⅝	11⅝	+¼	
22¾	13	PugetP 1.76	8.4	11	577	20⅞	20⅞	20⅞	+⅛	
10⅝	6⅝	PulPn n .06e	.6	31	412	10⅝	10¼	10¼	−⅛	
24	16⅝	PulteHom2	.8	25	1799	20⅝	19⅞	20⅝	+1	
29¾	16¾	Purolat.64	3.2		319	19⅞	19⅞	19⅞	+⅝	
8¾	4⅞	Pyro	9		114	7	6⅞	6⅞		
77⅞	47	QuakOt 4.40	1.9	16	519	74½	73⅞	74½	+1½	
30	18⅞	QuakSC90a	2.8	14	1153	26⅞	25¾	26¼	−⅛	
9¼	5	Quanex			175	7½	7	7	−⅛	
32⅝	25⅝	Quantel 72	5.5	12	159	31½	31⅛	31½	−⅛	
40¾	19¾	QkRell .28a	.9	17	124	32	31½	32	+¾	

R R

12 Month High	Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close	Ch'ge Prev. Close
10	5¼	RBInd 04j	.4		40	6¼	6⅛	6⅛	−⅛	
50	24¾	RJR Nb1.48	3.0	14	9115	u50⅝	48¾	49¾	+1	
125⅝	108	RJR pf11.50	9.5		120	121⅝	121⅝	121⅝	+3⅝	
139¾	123¾	RJR pf12.86	9.4		7	138	137¾	137¾	+3½	
11⅞	6¼	RLC .20	1.9	27	145	10⅝	10⅛	10⅝	+⅛	
4½	2⅞	RPC			31	3¼	3⅛	3⅛	−⅛	
28	16⅝	RTE .60	2.6	11	488	22⅞	22½	22⅞	+⅛	
18¼	11	Radice			16	14½	14½	14½	−⅛	
71	38¾	RalsPur 10	1.8	15	1623	69¾	68⅝	69¾	+⅛	
11	6¼	Ramad		26	4637	9¼	8⅝	9⅛	+½	
24¼	16½	Ranco .64	3.8	11	11	22¼	22¼	22¼	+⅛	
4¼	2⅞	RangrO			743	4¼	4⅛	4¼		
140	58	Raycm .44	.4	24	253	101½	100	101⅛	+¼	
13⅞	9⅞	Raymk			75	11⅛	10⅞	11⅛	+½	
27¼	18⅝	Rayer n2.60	11		100	22⅝	22¼	22⅝		
67¾	46½	Raytn 1.60	2.6	13	3529	61⅞	60½	61⅝	+1¼	
8¼	1¼	ReadBt.02j			73	2¼	2¼	2¼		
18⅝	6⅞	RdBat pf2.13	.26		36	7⅝	7½	7½		
22	6⅝	RdBat pf2.06a	.33		6	6½	6⅝	6⅝	+⅛	
17½	12⅝	RtRef 1.40	8.5	9	34	16½	16	16½	+¼	
16¼	8⅝	RecnEq		32	783	13	12⅞	13		
12⅝	7	Redmn .32	3.6	18	69	9	8⅞	9	+¼	
15½	8⅞	Reece		59	65	12⅛	11¾	11⅞	−¼	
1	¼	Regal			35	¾	¾	¾	+⅛	
9⅞	9¼	RegFnn			146	9¼	9⅛	9⅛		
42¾	28¾	ReichC .60	2.1		239	36¼	35¾	37⅞	+⅜	
16⅛	13⅞	RepAir		11	485	16⅛	16⅛	16⅛		
14¼	7¼	RepGyp.36	2.8	15	108	13	12¾	13	+¼	
49½	29⅛	RpNY s1.12	2.4	11	181	45¾	44½	45⅛		
57¾	52¼	RNY pf4.75e	11.		101	53¾	52⅞	53⅞	−⅛	
35	27½	RepBk 1.64	5.7	7	237	29	28¾	28⅞		
30⅝	24¾	RepBk pf2.12	7.3		13	27⅞	27⅞	27⅞	+¼	
32¾	20½	RshCot .32	1.1	14	49	29⅞	29⅞	29⅞	+⅛	
36⅞	23⅞	Revco .80	2.2	36	738	37	36⅞	36⅞	+⅛	
21⅛	10⅞	Revlon		11	100	21½	21⅛	21½	+⅛	
19¼	5¾	Revlon			1237	15⅞	15	15½	+½	
30¾	20¾	Rexhm .76	2.5	13	35	28⅞	27⅞	28	−⅛	
20	13⅞	Rexnrd .44	2.7	10	176	16⅞	15¾	16⅞	+⅛	
52¼	30¼	ReyMtl 1	2.0		1186	51½	48¾	51	+2½	
111	68⅝	ReyMt pf4.50	4.2		13	108	105	108	+4½	
36¼	24	ReyMt pf2.30	6.7		262	34½	34	34½	+½	
35¼	21½	RiteAid .56	1.8	22	507	33¼	32⅞	33	+⅛	
4⅝	1⅞	RivOak			342	2⅛	2	2⅛	+⅛	
51	29⅝	Robshw 20	2.6	11	15	46¾	45⅞	46¾	+⅛	
31⅞	16¼	Robsn1 20j			17	17¼	16⅞	16⅞	−⅛	
19¼	5½	vjRobins	4		321	11⅞	11	11	−⅛	
28	16⅝	RochG 2.20	8.4	8	285	26¾	25⅞	26⅛	+⅛	
47	34	RochTG 2.56	5.7	12	32	44¾	44½	44½		
20⅞	17½	RckCtr n1.78	9.1		424	19½	19⅛	19⅛		
48⅞	31⅛	Rockwl1.20	2.5	12	2255	47½	46⅞	47¼	+¾	
13	11	RodFnn			166	12⅛	11¾	12⅛	+⅛	
36¾	20½	Rohm s			2113	32	31	31½	−1½	
36⅞	26⅞	Rohr s	12		514	33	32⅝	32¾	+⅛	
39¼	23½	RolnCm.42	1.1	43	84	38	36¾	38⅞		
30½	9⅝	RolinEs .08	.3	41	496	29⅞	28⅞	29⅞	+⅛	
16½	10½	Rollins .48	2.9	21	98	u16⅝	16⅝	16½	+⅛	
39⅞	11	Roper .64	1.7	29	103	36⅞	36½	36⅞	−⅛	
47	32½	Rorer 1.12	2.8	6	259	40⅝	40	40⅝	−⅛	
28⅞	20⅝	Rothchn		11	1487	21½	20¾	21⅞	+¾	
9⅝	5	Rowan .08	1.4	84	837	6	5¾	5⅞	+⅛	
80¼	54⅛	RoyID 3.86e	4.5	8	4071	78⅞	78	78¼	+⅛	
17¾	9¼	Royinl		11	412	9¼	9¼	9¼		
57	24¼	Rubmds .48	.9	31	519	50¾	49¼	50¾	+⅞	
30⅝	15¼	RussBr		16	110	20⅞	20⅞	20⅞	+⅛	
30⅞	17½	RusTog .76	2.6	13	8	29⅞	29⅞	29⅞	+⅛	
37⅞	15⅝	Russell .32	.8	22	481	u38⅝	37⅞	38½	+⅛	
45½	21	RyanH 1.20	3.4	11	128	35⅝	35	35⅞		
30⅞	16¼	Ryder s .44	1.5	17	1982	29⅞	28⅞	29⅞	+⅛	
55¼	21	Ryland .66	1.4	17	437	49½	48⅝	49⅝	+⅞	
23	14⅝	Rymer		153	281	20	19⅞	19⅞	+⅛	
14⅝	10⅞	Rymer pf1.17	8.7		31	13½	13½	13½	+½	

S S S

12 Month High	Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close	Ch'ge Prev. Close
13	10⅝	SL Ind s .16	1.4	14	136	11⅝	11½	11⅝	−⅛	
37	28½	SPSTec .68	2.4	15	61	36½	36½	36½	+½	
19	11⅞	Sabine .04	3.7	12	2756	14¼	13¾	14¼	+⅝	
18⅝	11½	SabnR 1.67e	13.		170	14	13¾	14	+⅝	
22⅞	13¾	StgBds .30	1.8	26	x296	17	16⅞	17	+⅛	
15	8¼	StgDSc		20	78	14⅞	14¼	−⅛		
5¼	1⅞	StgDS wt			7	5⅛	5⅛	5⅛		
38¾	21¼	SafWt s .32	.9	31	49	35½	34¾	35	−⅛	
47¾	28⅝	Safeway 1.70	3.5	13	22298	u48	47¼	48	+⅛	
39½	20¾	Saga .52	1.3	27	37	39½	39⅝	39⅝		
30¾	19	SaJoLP 1.62	6.3	9	8	26⅞	26⅞	26⅞		
14⅞	4⅛	vySalant			70	14⅛	13⅞	14⅛	+⅛	
50¼	29⅝	SalleMl 24	5	18	1260	47⅞	46⅝	47⅞	+⅛	
59⅝	34⅞	Salomn .64	1.3	12	18553⅝	49⅞	48⅞	49¼	+1	
34¾	24⅛	SDiaGd 2.36	6.9	10	24899u34¾		34¼	34⅝	+⅝	
9½	7	SJuanB5pr	7.6		103	7¾	7⅝	7¾		
12⅝	10	SJuanR			3	11⅝	11⅝	11⅝		
43⅞	28½	Sandr .60	2.0	28	4309	30½	29⅞	30⅛	+⅞	
32⅞	22⅞	SAntRd.04	6.9	17	31	29⅝	29½	29½		
26¾	19¾	SFeEP n			108	25	24¾	25		
39⅝	26⅝	SFeSoP 1	2.9	14	3164	35⅝	34⅝	34¾		
64¾	36½	SaraLo1.60	2.5	16	1018	63½	62	63½	+⅞	
41⅞	31⅛	SgtWel 1.48	4.3	14	21	35⅛	34¾	34¾	−⅛	
19⅞	15¾	SaulRE .20	1.1	48	103	18	17½	18	+½	
34½	18¾	SaveEP1.75	5.2	11	57	34¾	34	34		
13½	11	SaveE pf1.28	9.8		22	13	13	13	+⅝	
4⅞	3	Savin			765	3½	3⅛	3¼	−⅛	
14½	4	Savnn pf			10	5⅝	5¼	5¼	−¼	
34½	23⅝	SCANA2.24	6.6	12	775	34⅛	33⅞	34⅛	+⅛	
77¾	44	SchrPtd 60	2.3	20	2203	77½	75¾	77¼	+1½	
39⅝	29	Schlmbt 20	3.8	47	8518	31¼	30⅞	31¼	+⅛	
14⅞	9¼	SciAtl .12	1.1	19	339	10¾	10⅝	10⅝		
63¼	38½	ScotP 1.24	2.1	17	626	59½	58⅞	59¼	+1½	
18⅛	12⅝	Scotys .52	2.9	17	84	18	17½	17½	+⅛	
43	24	SeaCnt .42	1.7	10	344	24½	24	24½		
13⅝	11⅞	SeaCt pf1.46	12.		31	12½	12⅛	12½	+⅛	
16⅞	15¼	SeaC pfB2.10	13.		7	16⅝	16⅛	16⅝	+⅝	
17	15	SeaC pfC2.10	13.		24	16¼	16	16¼		
50¾	49½	SeaC pfD4.12	8.2		5	50¼	50	50¼	+⅛	
30¼	18½	SeaLnd .48	1.8		32	27½	27¼	27¼	−⅛	
5¼	1⅞	SeaCo			142	3½	3⅛	3⅛		
64	37⅝	Seagrm 1	1.7	14	1312	60¼	59⅝	60⅞	+⅝	
19⅝	12⅝	Seagul			3	14⅝	14⅝	14⅝		
43¾	24½	SealAir .48	1.2	21	109	42⅝	41½	41½	−⅛	
31¼	23⅞	SealPw 1	3.4	13	240	29⅝	29⅝	29⅝		
50⅝	31½	Sears 1.76	3.7	14	8142	47½	46¼	47¼	+1½	
107¾	102¼	Sear pf7.46e	7.2		151	103	102⅞	103	+¼	
40¼	24½	SecPac1.48	4.0	8	3600	37	36¼	36¾	+⅝	
25	22⅞	SvcCo s .32	.9	22	611	34	33⅞	33⅞	+½	
13½	3⅝	SvcRes			146	11⅝	11	11⅝	+⅝	
23½	12⅞	ShakJee 72	3.3	17	417	22⅞	21½	21⅞		
23⅝	9¼	Shawins			111	21½	21	21¼	+¼	
48⅝	34½	ShellT 2.90e	6.0	8	160	48½	48	48⅝	+⅜	

12 Month High	Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close	Ch'ge Prev. Close
32¼	16⅝	Shrwins .50	1.9	17	1732	26	26⅝	26⅝		
12	6½	Shoetwn		12	1751	10¼	9¾	10	+¼	
22¾	12	Shoeto .60	2.9	19	63	20⅞	20⅞	20⅞	+¼	
29⅞	17	ShrPad.56	7.2	13	318	23⅞	22¾	23⅞	+⅜	
53⅞	33½	Singer .40	.8	16	1159	52¼	51⅝	51¾	+⅜	
40⅞	31½	Singr pf3.50	9.0		56	39	37¾	39	+¼	
21	12⅝	Skyline .48	3.0	17	x77	16	15⅝	15¾	+⅛	
10⅞	1¼	vjSmth08j			1697	2⅞	2⅝	2⅞	−⅛	
100	63½	SmkB 3	3.1	15	3739	97	95¼	97	+1¼	
51⅞	30⅞	Smpkr s .80	1.6	19	32	43⅞	43½	43⅞	+1	
56¾	33½	SnapOn1.16	2.0	20	485	69⅝	67⅞	69⅝	+1¼	
15¾	9⅞	Snyder 1.50	14.		328	11	10⅞	10⅞		
37⅞	27½	Sonat 2	7.1		2251	28⅞	27⅞	28¼	+⅛	
23⅝	14¼	SpnyOp20a	1.9	13	661	21	20¾	21	+¼	
39⅞	26⅝	SouJnr 1.20	4.3		112	28	28	28	−⅛	
45⅞	38½	SourCp3.40	7.8		9	44¼	44¼	44¼		
27¼	21⅞	SrCp pf2.40	9.0		6	26¾	26¾	26¾	−⅛	
28⅝	25¼	SoJerin2.52	6.8	13	61	37¼	36⅝	37	+½	
47¼	28⅝	Soudwn 1.h	3.3	10	195	31½	30½	30⅝	−¼	
45	26⅝	SoeBk 1.20	2.8	12	157	43½	43	43½	−⅛	
9	5¼	SoejPS2.12r	38.	33	26	5¾	5⅝	5⅝	+⅛	
31⅞	22¼	SCalEd2.16	7.1	9	5392	30⅝	30	30¼	+½	
25¼	19½	SthCalG.04	9.2	7	7497	22¼	21⅝	22¼	+½	
35	22⅝	SthInd 84	6.1	16	72	32¼	31¾	32⅛	−¼	
50¼	37	SNETl 2.80	5.7	12	170	49⅞	48¼	49⅞	+⅜	
54	47	SoNE pf4.62	8.7		20	53	53	53	−⅛	
31	24¼	SoRy pf2.60	8.9		8	30½	30⅝	30⅝		
30⅞	14½	SoUnCd.72	12.	16	2569	14¾	d14¼	14¼		
56⅞	33⅝	Southnd1.12	2.1	21	849	53	51½	52⅞	+1½	
73⅞	48½	Soutlr pf 4	5.6		37	72	70	72	+2½	
14	5⅛	Sourmk.240	2.4	6	1558	10⅛	9⅞	10⅛	+⅛	
51¼	46	Spmk pf8.02p	13.		4	47¼	47	47	−¼	
31	18¼	SwAirl .13	.6	15	2455	21⅞	20⅝	21⅞	+⅝	
15⅞	8⅞	SwFor			143	13¾	13⅝	13⅝	+⅝	
20¼	15½	SwGas pf6.	6.9	11	161	18⅝	18⅝	18⅝	+⅛	
100	76½	SwBell 6.40	6.5	10	1447	97¼	96	97¼	+1½	
26⅞	18¼	SwEnr .92	2.8	9	12	20⅞	20	20⅞	+⅛	
31¾	22	SwPS 2.02	4.7	12	1029	30⅞	30⅞	30⅞	+⅛	
20¼	12⅞	Spartn .52	2.9	450	141	18	17¾	18	−1	
28¼	15⅝	SpectP		100	623	29	27¼	28⅞	+1½	
75⅞	45½	Sperry 1.92	2.6	91	2007	74⅞	74⅝	74⅞	+⅛	
74⅞	74⅞	Sperryvd			1378	74⅞		74⅞		
53½	31¼	Springel.52	2.8	32	406	u53⅞	52¼	53½	+1½	
50	36⅝	SquarDn.94	4.3	15	670	43⅝	42¾	43⅝	+⅛	
108	39⅝	Squibb 2	2.0	23	2432	107¼	98½	99½	+1½	
28¼	19½	Staley .80	3.2		2097	25¼	24⅝	25¼	+⅝	
25⅞	19⅞	StBPnt .56	2.2	20	347	25¼	24⅞	25	−⅛	
19⅝	10½	StMotr .32	1.8	18	194	u18⅝	17½	18⅝	−⅛	
55¾	42¼	StdOil 2.80	6.3	48	3245	44⅞	44	44⅞		
33¾	10⅝	StPac s		17	409	32⅝	32	32⅝	−¼	
30⅞	12½	StPrds .64	2.9	12	531	u32⅞	30⅞	32	+1⅞	
37⅞	12⅞	Stanadex.52	3.4	14	75	15¾	15¼	15¾		
46¼	27⅝	StanWrk.04	2.5	15	420	42⅞	41	42⅞	+1½	
43	31½	Starrett.08	2.6	11	7	40⅞	40⅞	40⅞		
12⅝	10¼	StaMSel.20	.10		17	12	12	12	+¼	
3½	2½	Stepan .08	2.7		30	3	3	3		
16⅞	10⅝	StrBcp .80	5.5	10	9	14⅝	14⅝	14⅝	+¼	
47⅞	29½	StanElDgt.02	2.9	25	2785	45¼	44½	45¼	+⅝	
37⅞	18½	StanQ1.20	3.9	15	2394	34⅞	33¾	34⅞	+⅝	
31½	23¼	StaWrk1.68	5.8	22	17	28¼	28¼	28¼	+⅝	
14	10¼	StMrV pf .1	6.1		x10	12⅝	12⅝	12⅝		
68¼	39	StoneWh.60	3.2	12	215	50½	50	50½	+⅛	
50	24	StoneC .60	1.3		168	45¼	45⅛	45⅛	+⅜	
51	48	StneC pf3.50	6.9		425	50⅝	50¼	50¼	+⅜	
53½	34¼	StopStj3.10	2.1	23	691	52	50⅞	51½	+⅞	
21½	13⅞	StorEq 1.92	13.	14	260	14¼	14	14¼	+⅛	
21¼	17	vjStorT			619	4	3¾	3⅞	+⅛	
21⅞	17	StrataR2.01e	10.	10	137	18⅝	18⅛	18⅛	−⅛	
27⅞	19⅝	StridRt .80	2.9	16	320	27½	27½	27½	−⅛	
10⅝	4½	StuvSh			111	9⅛	8¾	9⅛	+¼	
72	32½	SunCh .46	.8149		415	63¼	62⅞	62⅞	−⅛	
14⅛	8⅛	SunEl			645	11½	10¾	11⅛	+½	
25¼	17⅞	SunEn n1.72	9.4		61	18¼	18	18¼	+⅛	
58½	42¼	SunCo 3	3.3	19	391	48	46⅞	48	+⅜	
110⅝	80½	SunC pf2.25	2.3		8	98	98⅝	98	+⅜	
64⅝	42¼	Sundstr.80	2.8	15	254	63⅞	62⅝	63¼

CURRENCIES, MONEY and CAPITAL MARKETS

FOREIGN EXCHANGES

Nervous trading on US figures

*Foreign exchange trading was nervous last week, as the US economy sent out signals of sluggish economic growth in the second quarter. First quarter growth, revised up to 3.7 per cent in late May, was largely the result of stockbuilding and defence spending. The first quarter figure will be revised again on Wednesday, but the market will probably take little notice, unless there is a very sharp correction, preferring to look ahead to the second quarter gross national product figure, which is not expected to be as high. The April figure for durable goods orders showed a sharp cut in defence spending.

US industrial production was forecast to be weak in May. Friday's announcement of a 0.6 per cent fall, compared with an April increase revised up to 0.4 per cent, but with expectations of a decline of about 0.1 per cent to 0.3 per cent.

The US producer price index for May was also published on Friday, and the rise of 0.6 per cent was towards the top of the expected range, fuelling fears that US inflation may rise in the second half of the year.

Taken together the industrial production figures and producer price index painted a rather confusing picture for the future of US interest rates.

Overall the dollar was weaker, in spite of intervention by the Bank of Japan. The level of Y165 was attacked in Tokyo on Friday, but not permanently breached. The dollar also held above DM 2.20, partly because of the uncertainty ahead of yesterday's regional elections in Lower Saxony, West Germany.

There was also an air of uncertainty about sterling. The fall in UK inflation to under 3 per cent was widely expected, but was offset by the very sharp growth in M3 money supply, leaving financial markets divided about the likely timing of a cut in clearing bank base rates. Overall, the pound was little changed, but gave a general impression of nervousness.

A mood of nervous uncertainty surrounded other currencies to an even greater extent. The Mexican peso; South African rand; and Australian dollar were particularly volatile.

On Monday, when Mr Paul Volcker, chairman of the Federal Reserve Board, visited Mexico, for talks about the problems of servicing the country's $97bn of foreign debt, the dollar rose to a peak of Mp 730, but by Friday had slipped back to Mp 630, as both Mr Volcker and other US officials, took a conciliatory line over the situation.

The declaration of a state of emergency in South Africa, was followed by a slight recovery of the financial rand, but the mood of unrest in the country, and the threat of escalating violence and widespread strikes by black workers today, the 10th anniversary of the Soweto uprising, had already severely eroded confidence in the South African economy and the rand. The dollar rose to R4.76475 against the financial rand just before the state of emergency was declared, but slipped back to finish the week at R4.6535. Shortly after South Africa's financial crisis came to a head last August the financial rand was quoted around R2.60 against the dollar.

Mr Bob Hawke, the Australian Prime Minister, announced a package of austerity measures last week, but the initial reaction of the financial markets was that the moves were not tough enough to correct the country's economic problems. The US dollar rose to A$1.46 from A$1.43575 after the measure were announced, and finished the week at A$1.4420.

£ IN NEW YORK

June 13	Close	Prev. close
£ Spot	$1.5225-5235	$1.5280-1.5290
1 month	0.36-0.35pm	0.36-0.35pm
3 months	1.01-0.99pm	1.00-0.97pm
12 months	2.98-2.90pm	3.02-2.95pm

Forward premiums and discounts apply to the US dollar

LIFFE £/$ OPTIONS
£25,000 (cents per £1)

Strike price	Calls—Last June	July	Aug	Sept	Puts—Last June	July	Aug	Sept
1.30	22.25	—	—	22.25	0.00	—	—	0.07
1.35	17.25	17.25	17.25	17.25	0.00	0.00	0.05	0.28
1.40	12.25	12.25	12.25	12.25	0.00	0.03	0.28	0.77
1.45	7.25	7.25	7.51	8.11	0.00	0.30	0.97	1.88
1.50	2.25	3.38	4.12	5.00	0.00	1.46	2.58	3.75
1.55	0.00	1.11	1.90	2.79	2.77	4.19	5.38	6.54
1.60	0.00	0.24	0.72	1.41	7.77	8.32	9.18	10.16

Estimated volume total, Calls 64, Puts 35
Previous day's open int. Calls 4,005, Puts 5,645

LONDON SE £/$ OPTIONS
£12,500 (cents per £1)

Strike price	Calls—Last June	July	Aug	Sept	Puts—Last June	July	Aug	Sept
1.30	24.80	—	—	24.80	0.15	—	—	0.25
1.35	14.00	—	—	19.80	0.20	—	—	0.50
1.40	9.00	12.40	0.00	10.00	0.20	0.70	0.00	1.40
1.45	7.50	7.50	8.05	8.40	0.05	0.50	1.30	1.90
1.50	2.50	3.70	4.65	5.20	0.15	1.70	3.00	3.75
1.55	0.05	1.35	2.30	2.95	3.05	4.50	5.70	6.55
1.60	0.05	0.45	1.10	1.50	8.05	8.60	9.50	10.10

Previous day's open int. Calls 5,433, Puts 4,743.
Volume 11,856

LIFFE LONG GILT FUTURES OPTIONS

Strike price	Calls—Last June	July	Aug	Sept	Puts—Last June	July	Aug	Sept
116	7.06	7.61	—	—	0.34	1.37	—	—
118	5.32	6.37	—	—	0.60	2.13	—	—
120	4.07	5.23	—	—	1.35	2.63	—	—
122	2.61	4.18	—	—	2.25	3.58	—	—
124	2.01	3.23	—	—	3.25	4.63	—	—
126	1.21	2.38	—	—	4.49	6.14	—	—
128	0.53	1.62	—	—	6.17	7.38	—	—
130	0.31	1.29	—	—	7.59	9.05	—	—

Estimated volume total, Calls 945, Puts 339
Previous day's open int. Calls 6,390, Puts 2,923

LIFFE US TREASURY BOND FUTURES OPTIONS

Strike price	Calls—Last June	July	Aug	Sept	Puts—Last June	July	Aug	Sept
88	7.50	8.14	—	—	0.56	2.12	—	—
90	6.17	6.69	—	—	1.23	2.57	—	—
92	4.60	5.49	—	—	2.02	3.47	—	—
94	3.51	4.48	—	—	2.57	4.46	—	—
96	2.63	3.55	—	—	3.58	5.53	—	—
98	2.04	3.07	—	—	5.10	7.05	—	—
100	1.30	2.30	—	—	6.36	8.28	—	—
102	1.00	—	—	—	8.06	—	—	—

Estimated volume total, Calls 388, Puts 38
Previous day's open int. Calls 1,310, Puts 352

PHILADELPHIA SE £/$ OPTIONS
£12,500 (cents per £1)

Strike price	Calls—Last June	July	Aug	Sept	Puts—Last June	July	Aug	Sept
1.30	22.00	—	—	22.00	—	—	—	0.10
1.35	17.00	17.00	—	17.00	—	0.05	—	0.25
1.40	12.00	12.00	—	12.10	—	0.10	—	0.80
1.45	7.00	7.20	7.70	8.00	—	0.35	1.05	1.75
1.50	2.30	3.40	4.10	4.70	—	1.45	2.70	3.50
1.55	—	1.20	1.95	2.40	2.50	3.95	5.25	6.00
1.60	—	0.30	0.75	1.15	17.50	8.10	8.80	9.60

Previous day's open int. Calls 42,495, Puts 49,847
Previous day's volume, Calls 5,113, Puts 530

LIFFE—EURODOLLAR OPTIONS
$1m points of 100%

Strike price	Calls—Last June	Sept	Dec	Mar	Puts—Last June	Sept	Dec	Mar
91.00	1.98	2.03	—	—	0.00	0.00	—	—
91.50	1.48	1.54	1.49	—	0.00	0.01	0.08	—
92.00	0.98	1.07	1.06	—	0.00	0.04	0.15	—
92.50	0.48	0.65	0.69	—	0.00	0.12	0.28	—
93.00	0.03	0.32	0.40	—	0.05	0.29	0.49	—
93.50	0.00	0.12	0.20	—	0.52	0.59	0.79	—
94.00	0.00	0.03	0.08	—	1.02	1.00	1.17	—

Previous day's open int. Calls 4,088, Puts 3,412
Volume. —

LONDON

20-YEAR 12% NOTIONAL GILT
£50,000 32nds of 100%

	Close	High	Low	Prev
June	122-12	—	—	123-03
Sept	122-18	122-26	121-16	121-09
Dec	122-12	122-06	121-22	121-06
March	122-08	—	—	121-00

Estimated volume 8,933 (7,973)
Previous day's open int. 19,852 (19,003)
Basis quote (clean cash price of 13% Treasury 2004-08 less equivalent price of near futures contract) −4 to 4 (32nds)

10% NOTIONAL SHORT GILT
£100,000 64ths of 100%

	Close	High	Low	Prev
June	102-26	102-10	102-10	102-00
Sept	102-33	102-33	102-20	102-16

Estimated volume 80 (110)
Previous day's open int. 1,145 (1,170)

THREE-MONTH STERLING
£500,000 points of 100%

	Close	High	Low	Prev
June	90.22	90.22	90.17	90.19
Sept	90.79	90.80	90.72	90.72
Dec	90.96	90.96	90.89	90.88
March	90.88	90.88	90.85	90.85
June	90.75	—	—	90.70

Estimated volume 2,106 (2,700)
Previous day's open int. 17,660 (2,379)

FT-SE 100 INDEX
£25 per full index point

	Close	High	Low	Prev
June	159.80	159.80	158.30	158.60
Sept	162.40	162.00	161.95	161.30
Dec	164.65	—	—	163.75

Estimated volume 255 (606)
Previous day's open int. 2,581 (2,379)

THREE-MONTH EURODOLLAR
$1m points of 100%

	Close	High	Low	Prev
June	92.98	93.01	92.93	92.96
Sept	93.03	93.05	92.90	92.87
Dec	92.91	92.91	92.76	92.73
March	92.70	92.69	92.57	92.51
June	92.40	—	—	92.21
Sept	92.11	—	—	94.92
Dec	91.85	—	—	91.66

Estimated volume 6,296 (5,485)
Previous day's open int. 21,734 (21,876)

US TREASURY BONDS
8% $100,000 32nds of 100%

	Close	High	Low	Prev
June	95-16	—	—	93-16
Sept	94-29	95-04	93-02	92-28
Dec	94-01	—	—	92-25

Estimated volume 6,241 (10,486)
Previous day's open int. 5,102 (5,234)

CHICAGO

US TREASURY BILLS (IMM)
$1m points of 100%

	Close	High	Low	Prev
Sept	94.14	94.16	93.82	93.83
Dec	94.07	94.10	93.76	93.73
March	93.91	93.92	93.62	93.56
June	93.63	93.66	93.36	93.30
Sept	93.35	93.34	93.14	93.02
Dec	93.08	93.07	92.89	92.75
March	92.82	92.77	92.70	92.47

CERT DEPOSIT (IMM)
$1m points of 100%

	Close	High	Low	Prev
June	93.25	—	—	93.25
Sept	93.46	93.30	—	93.20
Dec	93.30	93.15	—	93.02
March	—	—	—	93.14

US TREASURY BONDS (CBT)
8% $100,000 32nds of 100%

	Close	High	Low	Prev
June	95-18	95-28	94-10	93-20
Sept	94-27	94-27	93-16	92-27
Dec	94-00	94-00	92-22	92-00
March	93-06	93-06	92-06	91-06
June	92-14	92-13	91-14	90-13
Sept	91-23	91-23	90-22	89-23
Dec	91-03	91-03	90-01	89-03
March	90-17	90-17	89-11	88-17
June	90-00	90-00	90-00	88-00
Sept	—	—	—	—
Dec	89-04	89-04	88-02	87-04

THREE-MONTH EURODOLLAR (IMM)
$1m points of 100%

	Close	High	Low	Prev
June	92.97	93.01	92.95	92.97
Sept	93.14	93.15	92.90	92.88
Dec	93.00	93.01	92.78	92.72
March	92.76	92.78	92.58	92.49
June	92.44	92.45	92.25	92.18
Sept	92.12	92.12	91.93	91.86
Dec	91.82	91.82	91.67	91.57
March	91.54	91.56	91.36	91.29

CURRENCY FUTURES

POUND—$ (FOREIGN EXCHANGE)

Spot	1-mth.	3-mth.	6-mth.	12-mth.
1.5245	1.5210	1.5147	1.5069	1.4952

IMM — STERLING $s per £

	Close	High	Low	Prev
June	1.5240	1.5280	1.5120	1.5255
Sept	1.5140	1.5165	1.5030	1.5155
Dec	1.5050	1.5090	1.4955	1.5065
March	1.4930	1.4950	1.4890	1.4945

LIFFE—STERLING £25,000 $ per £

	Close	High	Low	Prev
June	1.5223	1.5150	1.5150	1.5275
Sept	1.5125	1.5065	1.5038	1.5175
Dec	1.5048	—	—	1.5100

Estimated volume 82 (77)
Previous day's open int. 1,878 (1,893)

CURRENCY MOVEMENTS

June 13	Bank of England Index	Morgan Guaranty Change %
Sterling	75.9	−15.4
U.S. dollar	114.8	+6.5
Canadian dollar	78.6	−12.3
Austrian schilling	126.4	+7.2
Belgian franc	95.5	−7.3
Danish Kroner	86.0	−0.3
Deutsche mark	135.3	+14.8
Swiss franc	159.3	+17.2
Guilder	125.1	+9.3
French franc	69.2	−13.4
Lire	46.3	−17.9
Yen	207.2	+52.5

Morgan Guaranty changes: average 1980-1982=100. Bank of England Index (base average 1975=100).

OTHER CURRENCIES

June 13	£	$
Arg'tina	1.3245-1.3270	0.8700-0.8710
Aus'alia	2.1665-2.1900	1.4410-1.4430
Brazil	20.96-21.09	13.77-13.84
Finland	7.8205-7.8410	5.1600-5.1520
Greece	209.72-213.24	138.33-140.66
H'kong	11.8360-11.8470	7.8060-7.8080
Iran	120.80*	78.60*
Kuwait	0.4460-0.44680	0.29300-0.29320
Lux'burg	68.70-68.80	45.05-45.15
Malaysia	3.9570-3.9670	2.6075-2.6125
N'Z'land	2.7795-2.7870	1.8315-1.8365
Saudi Ar.	5.7115-5.7165	3.7500-3.7515
Sin'pore	3.3640-3.3645	2.2160-2.2180
S Af. (Cm)	4.0830-4.1190	2.6920-2.7020
S.Af.(Fn)	6.9275-7.2565	4.5455-4.7615
U.A.E	5.5935-5.5985	3.6785-3.6785

* Selling rate.

CURRENCY RATES

June 13	Bank rate %	Special Drawing Rights	European Currency Unit
Sterling	—	0.771908	0.658684
US $	6½	1.16944	0.957643
Canadian $	8.92	*	1.34164
Austria Sch	4	18.2861	15.1049
Belgian Fr	8	53.0516	43.9020
Danish Kr	7	9.61747	7.96273
D'mark	3½	2.59686	2.14865
Guilder	4½	2.92477	2.42007
French Fr	9½	N/A	6.85045
Lira	12	*	1475.90
Yen	3½	193.191	160.987
Norway Kr.	8	8.85500	7.32748
Span'h Pta	—	166.058	137.405
Swedish Kr	8	N.A.	5.94768
Swiss Fr	4	2.14733	1.77679
Greek Drch	20½	N/A	134.744
Irish Punt	—	*	0.70888

* C$/SDR rate for June 12: 1.62568. Italian Lira SDR rate for June 12: 1782.65. Irish Punt SDR rate for June 12: 0.855736.

POUND SPOT—FORWARD AGAINST POUND

June 13	Day's spread	Close	One month	% p.a.	Three months	% p.a.
US	1.5130-1.5260	1.5240-1.5250	0.37-0.34c pm	2.79	1.01-0.97 pm	2.60
Canada	2.0961-2.1111	2.1080-2.1110	0.30-0.21c pm	1.45	0.62-0.48 pm	1.04
Nethlnd.	3.77¼-3.79¼	3.78½-3.79½	1¼-1⅛c pm	3.88	3¼-3⅛ pm	3.83
Belgium	68.39-68.92	68.70-68.80	18-12c pm	2.62	47-38 pm	2.47
Denmark	12.43-12.50¾	12.47¾-12.48¾	2½-1⅝ore pm	2.10	6½-5½ pm	1.90
Ireland	1.1075-1.1115	1.1100-1.1110	0.10-0.03p pm	0.70	0.19-0.03 pm	0.35
W. Ger.	3.35¾-3.37	3.36-3.37	1¾-1⅝pf pm	5.35	4¾-4⅝ pm	5.05
Portugal	224.15-229.05	225.86-229.05	90-225c dis	−9.91	260-805 dis	−9.38
Spain	214.69-215.41	215.10-215.40	35-75c dis	−3.07	95-210 dis	−2.83
Italy	2304¼-2314¼	2313½-2314½	1-7lire dis	−2.07	8-15 dis	−1.99
Norway	11.44½-11.52¾	11.49¾-11.50¾	3¾-4¼ore dis	−4.28	12½-13¼ dis	−4.80
France	10.69¾-10.74¾	10.72½-10.73¾	2½-2c pm	2.51	6¾-5¾ pm	2.23
Sweden	10.85-10.92¾	10.89½-10.90¼	¼-½ore dis	−0.55	¾-1¼ore dis	−0.22
Japan	251¾-252½	251½-252½	1¼-1y pm	5.36	3¼-3 pm	4.96
Austria	23.54-23.72	23.69-23.72	10½-9½gro pm	5.06	28-25 pm	4.47
Switz.	2.77-2.78½	2.77-2.78	1¼-1c pm	4.86	3¼-3¼ pm	4.86

Belgian rate is for convertible francs. *Financial franc 68.80-68.90.*
Six-month forward dollar 1.78-1.74c pm. 12-month 2.98-2.88c pm.

DOLLAR SPOT—FORWARD AGAINST DOLLAR

June 13	Day's spread	Close	One month	% p.a.	Three months	% p.a.
UK†	1.5130-1.5260	1.5240-1.5250	0.37-0.34c pm	2.79	1.01-0.97pm	2.60
Ireland†	1.3635-1.3730	1.3720-1.3730	0.40-0.20c pm	2.63	0.85-0.50pm	1.97
Canada	1.3835-1.3870	1.3835-1.3845	0.14-0.17c dis	−1.34	0.52-0.57dis	−1.57
Nethlnd.	2.4835-2.5030	2.4855-2.4865	0.24-0.21c pm	1.08	0.76-0.71pm	1.18
Belgium	45.08-45.40	45.05-45.15	par-2c dis	−0.26	par-4dis	0.18
Denmark	8.18-8.23½	8.18¼-8.18¾	0.25-0.75ore dis	−0.73	1.25-1.75dis	−0.73
W. Ger.	2.2045-2.2240	2.2075-2.2085	0.50-0.47pf pm	2.62	1.41-1.36pm	2.50
Portugal	149½-150¼	149½-149¾	100-225c dis	−13.00	275-625dis	−12.00
Spain	141.10-142.15	141.20-141.40	65-85c dis	−6.33	150-200dis	−4.93
Italy	1514-1526	1517½-1518½	5-7½ lire dis	−4.92	16-19½dis	−4.66
Norway	7.53½-7.58	7.54¼-7.54¾	4.10-4.50ore dis	−6.80	13.15-13.55d	−7.04
France	7.03-7.08¾	7.03¾-7.04¼	0.15-0.25c dis	−0.33	0.70-0.90dis	−0.45
Sweden	7.14¾-7.20	7.14¾-7.15¼	1.95-2.15ore dis	−3.42	5.00-5.40dis	−2.89
Japan	165.10-166.40	165.25-165.35	0.36-0.31y pm	2.42	1.00-0.95pm	2.35
Austria	15.51-15.61	15.51¾-15.52½	3-2gro pm	1.92	9-6pm	1.92
Switz.	1.8190-1.8385	1.8205-1.8215	0.32-0.27c pm	1.92	1.07-0.97pm	2.22

† UK and Ireland are quoted in US currency. Forward premiums and discounts apply to the US dollar and not to the individual currency. Belgian rate is for convertible francs. Financial franc 45.10-45.20.

EXCHANGE CROSS RATES

Jun. 13	£	$	DM	YEN	F Fr.	S Fr	H Fl.	Lira	C $	B Fr.
£	1.	1.525	3.365	252.0	10.73	2.775	3.790	2314	2.107	68.75
$	0.656	1.	2.207	165.3	7.040	1.821	2.485	1518.	1.382	45.10
DM	0.297	0.453	1.	74.89	3.189	0.825	1.126	687.7	0.626	20.43
YEN	3.968	6.050	13.35	1000.	42.59	11.01	15.04	9183.	8.359	272.8
F Fr.	0.932	1.420	3.136	234.8	10.	2.586	3.531	2156.	1.963	64.06
S Fr.	0.360	0.549	1.213	90.81	3.868	1.	1.366	833.9	0.759	24.77
H Fl.	0.264	0.402	0.888	66.49	2.832	0.732	1.	610.6	0.556	18.14
Lira	0.432	0.659	1.454	108.9	4.638	1.199	1.638	1000.	0.910	29.71
C $	0.475	0.724	1.597	119.6	5.095	1.317	1.799	1099.	1.	32.64
B Fr.	1.455	2.217	4.895	366.6	15.61	4.036	5.513	3366.	3.064	100

Yen per 1,000: French Fr per 10: Lira per 1,000: Belg Fr per 100.

FORWARD RATES AGAINST STERLING

	Spot	1-month	3-month	6-month	12-month
Dollar	1.5245	1.5210	1.5147	1.5069	1.4952
D-Mark	3.3650	3.3500	3.3225	3.2871	3.2195
French Franc	10.7325	10.7105	10.6755	10.6314	10.6213
Swiss Franc	2.7750	2.7641	2.7415	2.7126	2.6630
Japanese Yen	252.0	250.89	248.89	246.17	241.35

EURO-CURRENCY INTEREST RATES

June 13	Short term	7 Days notice	1 Month	Three Months	Six Months	One Year
Sterling	10⅛-10⅜	10⅛-10⅜	9 13/16-10 1/16	9 11/16-9 13/16	9 9/16-9⅝	9½-9⅝
U.S. Dollar	6 13/16-6 15/16	6 15/16-7 1/16	6 15/16-7 1/16	6 15/16-7 1/16	6 15/16-7 1/16	7⅛-7¼
Can Dollar	7⅞-8	7⅝-8⅛	8-8¼	8 3/16-8 5/16	8½-8¾	8¾-9
D Guilder	5⅝-5⅞	5⅝-5⅞	5 13/16-5 15/16	5⅞-6 1/16	5⅝-5¾	5⅝-5¾
Sw. Franc	1-1⅛	1¾-2	5-5⅛	4⅞-5	4¾-4⅞	4 11/16-4 13/16
Deutschmrk	4⅛-4¼	4¼-4⅜	4 5/16-4 7/16	4½-4⅝	4½-4⅝	4⅝-4¾
Fr. Franc	7⅛-7⅜	7⅛-7⅜	7 5/16-7 7/16	7⅜-7½	7⅜-7½	7½-7¾
Italian Lire	10-12	11⅛-12⅝	12⅛-12⅞	11⅝-12⅛	11½-12	8⅞-11⅞
B.Fr.(Fin)	7-7¼	7⅛-7⅜	7¼-7½	7¼-7½	7¼-7½	7¼-7½
B.Fr.(Con)	7-7¼	7-7¼	7-7½	7-7½	7½-7⅝	7¼-7¾
Yen	4 5/16-4 7/16	4 5/16-4 7/16	4 5/16-4 7/16	4 5/16-4 7/16	4⅜-4½	4⅜-4½
D. Krone	8⅞-9⅜	8½-9	8⅜-8⅞	8¼-8¾	8¼-8¾	8¼-8¾
Asian $ (Sng)	6 15/16-7 1/16	7-7⅛	7-7⅛	7-7⅛	7 1/16-7 3/16	7¼-7⅜

Long-term Eurodollars: two years 7¾-8 per cent; three years 8¼-8½ per cent; four years 8½-8¾ per cent; five years 8¾-8⅞ per cent nominal. Short-term rates are call for US Dollars and Japanese Yen; others, two days' notice.

EMS EUROPEAN CURRENCY UNIT RATES

	Ecu central rates	Currency amounts against Ecu June 13	% change from central rate	% change adjusted for divergence	Divergence limit %
Belgian Franc	43.6761	43.9020	+0.52	+0.61	±1.5388
Danish Krone	7.91896	7.96273	+0.55	+0.64	±1.6408
German D-mark	2.13834	2.14865	+0.48	+0.57	±1.1202
French Franc	6.96280	6.85043	−1.61	−1.52	±1.3701
Dutch Guilder	2.40935	2.42007	+0.44	+0.53	±1.5081
Irish Punt	0.712956	0.708896	−0.57	−0.48	±1.6669
Italian Lira	1496.21	1475.90	−1.36	−1.36	±4.0788

Changes are for Ecu, therefore positive change denotes a weak currency. Adjustment calculated by Financial Times.

MONEY MARKETS

Confusion after M3 and RPI

Money supply figures and the retail prices index gave differing views of the UK economy last week, and left dealers in the London money market divided about the immediate prospects for interest rates.

Forecasts for the rise in monthly M3 money supply were mostly in the region of 1½ per cent, and the published increase of 3 per cent left the market stunned. It has been suggested that figures in recent months have been severely distorted, but the annualised rise of 39 per cent over the last three months was too much for the market to shrug off.

Interest rates were marked up defensively on the news, and at least some discount houses became more willing sellers of bills, in the belief that intervention rates will remain unchanged, and bank base rates will not be cut until another set of money supply figures have been published next month.

UK clearing bank base lending rate 10 per cent since May 22

The reversed yield curve on interbank rates tended to flatten, but as the initial impact wore off there was a general view that lower base rates had been delayed, and not cancelled.

This was reinforced by the fall of 2.8 per cent in year-on-year inflation, published Friday. The retail prices index was at its lowest level since January 1968, after rising 0.2 per cent in May. But after the money supply figures the market remained divided as to whether the authorities would allow a cut in base rates as early as this week.

NEW YORK
(4 pm)

Prime rate	8½
Broker loan rate	7½-8
Fed funds	6 11/16
Fed funds at intervention	—

Treasury Bills & Bonds

One month	5.93
Two month	6.14
Three month	6.36
Six month	6.51
One year	6.65
Two year	7.12
Three year	7.32
Four year	7.48
Five year	7.55
Seven year	7.61
10 year	7.68
30 year	7.49

BANK OF ENGLAND TREASURY BILL TENDER

	June 13	June 6		June 13	June 6
Bills on offer	£100m	£100m	Top Accepted rate of discount	9.4056%	9.1250%
Total of applications	£403m	£427m	Average rate of discount	9.3522%	9.1142%
Total allocated	£100m	£100m	Average yield	9.58%	9.33%
Minimum accepted bid	£97.655	£97.725	Amount on offer at next tender	£100m	£100m
Allotment at minimum level	18%	65%			

WEEKLY CHANGE IN WORLD INTEREST RATES

	June 13	change		June 13	change
LONDON			**NEW YORK**		
Base rates	10	Unch'd	Prime rates	8½	Unch'd
7 day interbank	10 1/16	−⅛	Federal funds	6 13/16	Unch'd
3mth interbank	9¾	+⅛	3 Mth. Treasury Bills	6.36	−0.19
Treasury Bill Tender	9.3522	+0.2380	6 Mth. Treasury Bills	6.58	−0.14
Band 1 Bills	9⅝	Unch'd	3 Mth. C D	6.76	−0.09
Band 2 Bills	9 11/16	Unch'd			
Band 3 Bills	9¾	Unch'd	**FRANKFURT**		
Band 4 Bills	9 11/16	Unch'd	Lombard	5.5	Unch'd
3 Mth. Treasury Bills	9 9/16	+⅛	One mth. Interbank	4.475	+0.07
1 Mth. Bank Bills	9 11/16	+1/16	Three month	4.525	−0.05
3 Mth. Bank Bills	9 9/16	+¼			
			PARIS		
TOKYO			*Intervention Rate*	7¼	Unch'd
One month Bills	4.59375	Unch'd	One mth. Interbank	7⅛	Unch'd
Three month Bills	4.65625	Unch'd	Three month	7⅜	−1/16
BRUSSELS			**MILAN**		
One month	7 1/16	Unch'd	One month	12 3/16	−⅛
Three month	7⅜	+1/16	Three month	12 1/16	+1/16
AMSTERDAM			**DUBLIN**		
One month	5 13/16	−¼	One month	9⅝	Unch'd
Three month	5⅞	−1/16	Three month	9 9/16	−1/16

London—band 1 bills mature in up to 14 days, band 2 bills 15 to 33 days, band 3 bills 34 to 63 days and band 4 bills 64 to 91 days. Rates quoted represent Bank of England buying or selling rates with the money market. In other centres rates are generally deposit rates in the domestic money market and their respective changes during the week.

FT LONDON INTERBANK FIXING

(11.00 a.m. June 13) Three months US dollars		Six months US dollars	
bid 7	Offer 7⅛	bid 7 1/16	Offer 7 3/16

The fixing rates are the arithmetic means, rounded to the nearest one-sixteenth, of the bid and offered rates for $10m quoted by the market to five reference banks at 11 am each working day. The banks are National Westminster Bank, Bank of Tokyo, Deutsche Bank, Banque Nationale de Paris and Morgan Guaranty Trust.

MONEY RATES

June 13	Ov'r-nig't	One Month	Two Months	Three Months	Six Months	Lombard In'v'tn
Frankfurt	4.15-4.25	4.40-4.55	4.45-4.60	4.45-4.60	4.50-4.65	5.5
Paris	7⅜	7 1/16-7 3/16	7 1/16-7 3/16	7 3/16-7 5/16	7 3/16-7 5/16	7¼
Zurich	3¼-1¼	4¾-5	—	4⅝-4⅞	—	—
Amsterdam	5¼-5½	5⅞-6	—	5 13/16-5 15/16	—	—
Tokyo	4.71875	4.59375	—	4.65625	—	—
Milan	12-12⅛	12-12⅛	—	11⅞-12¼	—	—
Brussels	6.50	7¼-7⅜	—	7 3/16-7 5/16	—	—
Dublin	9⅞-10	9½-9¾	9½-9⅝	9½-9⅝	9⅜-9 11/16	—

LONDON MONEY RATES

June 13	Over night	7 days notice	Month	Three Months	Six Months	One Year
Interbank	9¾-15	10-10⅛	10-10⅛	9 11/16-9 13/16	9 9/16-9 11/16	9 9/16-9 11/16
Sterling CDs	—	—	9 13/16-10 1/16	9⅝-9 11/16	9 9/16-9⅝	9 7/16-9½
Local Authority Depos	10¼-10½	10-10¼	10	9⅝-9¾	9½	9½
Local Author'y Bonds	—	—	10⅜	9 13/16	9 13/16	9 11/16
Discount Mkt Depos.	10-12	10½-10¼	9¾	9¼	—	—
Company Depos.	10-10½	10¼-10½	10-10⅛	9⅝-9¾	—	—
Finance House Depos	—	—	10	9 13/16	9⅝	9⅝
Treasury Bills (Buy)	—	—	9 11/16	9 9/16	—	—
Bank Bills (Buy)	—	—	9 11/16	9 9/16-9 11/16	9 7/16-9¼	—
Fine Trade Bills (Buy)	—	—	10 1/16	9⅞	—	—
Dollar CDs	—	—	6.85-6.90	6.9-6.95	6.9-6.95	7.10-7.15
SDR Linked Depos.	—	—	6 7/16-6 9/16	6⅜-6⅝	6¼-6⅝	6½-6¾
ECU Depos.	—	—	7⅜-7½	7 5/16-7 7/16	7¼-7⅜	7¼-7⅜

Treasury Bills (sell): one-month 9⅝ per cent; three months 9 7/16 per cent. Bank Bills (sell): one-month 9⅝ per cent; three months 9 9/16 per cent. Treasury Bills: Average tender rate of discount 9.3522 per cent. ECGD Fixed Finance Scheme IV reference date May 7 to June 3 (inclusive) 10.176 per cent.

Local Authority and Finance Houses seven days' notice, others seven days' fixed. Finance Houses Base Rates 10½ per cent from June 1, 1986. Bank Deposit Rates for sums at seven days' notice 4.35-4.375 per cent. Certificates of Tax Deposit (Series 6): Deposit £100,000 and over held under one month 10 per cent; one-three months 9¾ per cent; three-six months 9½ per cent; six-nine months 9½ per cent; nine-12 months 9½ per cent. Under £100,000 9½ per cent from June 5. Deposits held under Series 5 9½ per cent. Deposits withdrawn for cash 5½ per cent.

WestLB

Eurobonds · DM Bonds · Schuldscheine for dealing prices call

DÜSSELDORF
Westdeutsche Landesbank, Head Office, P.O. Box 1128, 4000 Düsseldorf 1
International Bond Trading and Sales: Telephone 8 26 31 22/8 26 3741
Telex 8 581 881/8 581 882

London
Westdeutsche Landesbank, 41, Moorgate, London EC2R 6AE/UK
Telephone 638 6141 · Telex 887 984

Luxembourg
WestLB International S.A., 32-34, boulevard Grande-Duchesse Charlotte, Luxembourg, Telephone 4 4741-43 · Telex 1678

Hong Kong
Westdeutsche Landesbank, BA Tower, 36th Floor, 12 Harcourt Road, Hong Kong, Telephone 5-8420 288 · Telex 75142 HX

Marketmakers in Deutschmark Bonds WestLB
Westdeutsche Landesbank

U.S.$125,000,000
THE MORTGAGE BANK AND FINANCIAL ADMINISTRATION AGENCY OF THE KINGDOM OF DENMARK
(Kongeriget Danmarks Hypotekbank og Finansforvaltning)
Guaranteed Floating Rate Notes due 1999 Series 95
Redeemable at the Noteholders' Option in 1996
unconditionally guaranteed by
THE KINGDOM OF DENMARK

Notice is hereby given that the Rate of Interest for the third one-month sub-period has been fixed at 7 ⁄ % p.a. and that the interest payable for the third one-month sub-period in respect of U.S. $10,000 nominal of the Notes will be U.S.$58·40. The total amount due for Coupon No. 9 payable July 15, 1986, is U.S.$150·62.

June 16, 1986, London
By: Citibank, N.A. (CSSI Dept.), Agent Bank **CITIBANK**

OKOBANK
Osuuspankkien Keskuspankki Oy
U.S. $50,000,000
Floating Rate Capital Notes due 1992

In accordance with the provisions of the Notes, notice is hereby given that the Rate of Interest for the second three months of the Interest Period ending on 17th September, 1986 has been fixed at 7⅛% per annum. The interest accruing for such three-month period will be US$92.64 in respect of the US$5,000 denomination and US$4,631.94 in respect of the US$250,000 denomination and will be payable, together with the interest for the first three months of the said Interest Period, on 17th September, 1986 against surrender of Coupon No. 5.

Manufacturers Hanover Limited
Reference Agent
16th June, 1986

Company Notices

RENFE
Red Nacional de los Ferrocarriles Españoles
US $ 100,000,000
Floating Rate Notes due 1989

For the six months June 16, 1986 to December 16, 1986 the Notes will carry an interest rate of 9½% per annum. As a consequence, the coupon pertaining to this interest period will be US$482.92

Listed on the Luxembourg Stock Exchange

The Mitsui Bank, Limited
Brussels Branch
Fiscal Agent

NOTICE OF PREPAYMENT
I/S ELSAM
20,000,000 European Units of Account
11½% 1981/1989 Bonds

In accordance with paragraph "Prepayment" of the terms and conditions of the Bonds, notice is hereby given that I/S Elsam will prepay on July 27, 1986 the total amount remaining outstanding of the above-mentioned Bonds at 101 per cent of their principal amount.

Payment of interest due on July 27, 1986 and reimbursement of principal will be made in accordance with the terms and conditions of the Bonds.

Interest will cease to accrue on Bonds as from July 27, 1986.

Luxembourg, June 16, 1986 — The Fiscal Agent *KREDIETBANK S.A. LUXEMBOURGEOISE*

ENSO GUTZEIT OSAKEYHTIO
100,000,000 French Franc

8% Guaranteed Bonds due 1988
On June 2, 1986 Bonds for the amount of FF 8,355,000 have *been drawn for redemption in* the presence of a Notary Public. The Bonds will be redeemable coupon due July 16, 1987 and following attached on and after July 16, 1986.

The drawn Bonds are those NOT YET PREVIOUSLY REDEEMED, including in the range beginning:

at 2343 up to 5927 incl.

Amount purchased on the market: FF 5,645,000.

Furthermore Enso Gutzeit will prepay at 100½% on July 16, 1986 all the Bonds outstanding after the above-mentioned drawing (i.e. FF 28,000,000).

Payment of interest due on July 16, 1986 and reimbursement of principal will be made in accordance with the terms and conditions of the Bonds.

Interest will cease to accrue on Bonds as from July 16, 1986.

The Fiscal Agent
KREDIETBANK SA
Luxembourgeoise

Luxembourg
June 13, 1986

TAYLOR WOODROW INTERNATIONAL FINANCE B.V.
US$20,000,000 8¼% CONVERTIBLE GUARANTEED BONDS 1990
GUARANTEED BY
TAYLOR WOODROW plc

Pursuant to the terms of issue of the abovenamed Bonds, you are hereby notified as follows:—

At the extraordinary general meeting of Taylor Woodrow plc held on 13th June, 1986, it was resolved to make a capitalisation issue of ordinary shares credited as fully paid to ordinary shareholders on the register at the close of business on 30th May, 1986 at the rate of one share for each one share held. As a result of the capitalisation issue the conversion price of the Bonds has been adjusted with effect from 13th June, 1986 in accordance with Condition 6(c)(i)(4) of the Bonds from 240p to 120p per share.

JAPANESE GOVERNMENT
6% STERLING LOAN 1983/88
The Bank of Tokyo Ltd., are instructed by the Japanese Government that the COUPONS due 30th June, 1986, No. 45 will be paid on and after 30th June, 1986.

They should be presented for payment at The Bank of Tokyo Ltd., 20/24 Moorgate, London EC2R 6DH, listed on the forms provided between the hours of 10 a.m. and 2 p.m. They must be left at least five clear days for examination prior to payment. Coupons cannot be accepted through the post.

THE BANK OF TOKYO LTD.
London
16th June, 1986. (Fiscal Agent)

CAISSE NATIONALE DES TELECOMMUNICATIONS
Floating Rate Notes Issue of US$ 300,000,000 1985-2000

For the period of 1 month from 16 June to 16 July 1986 (30 days) the notes will bear interest rate of 7¼ per cent per annum. The payable interest due for each nominal note of US$10,000 will be US$60.42.

Contracts & Tenders

TENDER OFFER

Supply of Diesel Generating Sets

RURAL ELECTRIFICATION — ESCOM — MALAWI

A loan was granted by the African Development Fund (ADF) to the Government of Malawi for financing the Rural Electrification Project.

It is a condition of the loan agreement that bids are restricted to manufacturers resident in state participants of the ADF and member countries of the African Development Bank.

Specifications of equipment and instruction to tenderers can be obtained from ESCOM at the address given below.

ELECTRICITY SUPPLY COMMISSION OF MALAWI
P.O. Box 2047, Blantyre, Malawi
Telex: 4246 ESCOM Telephone: 636000

BANGLADESH
NOTICE OF PREQUALIFICATION
ROAD REHABILITATION AND MAINTENANCE PROJECT (IDA)
CIVIL WORKS

The Government of the People's Republic of Bangladesh will seek an IDA credit to finance the rehabilitation of about 460 km of national highways, including reconstruction and repair of bridges and culverts, in north-west Bangladesh.

The works will be let as 12 contracts over 3 years. The first contracts will be let in August 1987 and will include 136 km of roadwork and the reconstruction and repair of 42 bridges and culverts. Prequalification is open to contractors eligible under the guidelines for procurement under IBRD loans and IDA credits.

Contractors desiring prequalification should apply in writing for the prequalification questionnaire to the following address:

Superintending Engineer (RHD)
Road Rehabilitation Project (IDA)
Sarak Bhaban, Ramna, Dhaka, Bangladesh
Telex: 642401 SHER BJ Attn: Project Manager Alan Macnamara

enclosing Bangladesh Taka 500 (or US$15 equivalent) made payable to "Snowy Mountains Engineering Corporation" to cover cost and postage.

Completed applications should be returned to the same address by 2nd August, 1986.

Art Galleries

ANDREW WYLD GALLERY, 17, Clifford Street, London, W1. THE WATERCOLOURS OF SAMUEL JACKSON (1794-1869). A Loan Exhibition from The City of Bristol Art Gallery. 9.30-6.00 Mon.-Fri. Until 18 June. Admission Free.

OMELL GALLERIES, 22, Bury Street, SW1. Tel: 01-839 4274. EXHIBITION OF MARINE PAINTINGS. 2nd June-23rd July. Mon.-Fri. 10-5.30; Sats. 10-1.

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